

THE NATIONAL

OCTOBER 3, 1959

Provisioner

LEADING PUBLICATION IN THE MEAT PACKING AND ALLIED INDUSTRIES SINCE 1891

Shelly Opens New Home 12
Beef Plant's Turn Around 14
Refrigerated Transport Tests 16
Meat Trail 29

B.W.

OCT 6 1959

Library

Ingredients you can put together

1. Growing popularity
of PRE-COOKED, ALL PORK
SKINLESS SAUSAGE LINKS
that heat and serve
to per brown perfection
in just 3 minutes



2. PLENTIFUL PORK
at favorable prices


3. VISKING
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the uniform casing that cuts
production costs through
minimum processing; links and
peels easier, faster; gives
you closer control over
size, weight and length.

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VALUABLE INFORMATION
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FOR FALL AND WINTER

VISKING COMPANY

DIVISION OF  CORPORATION

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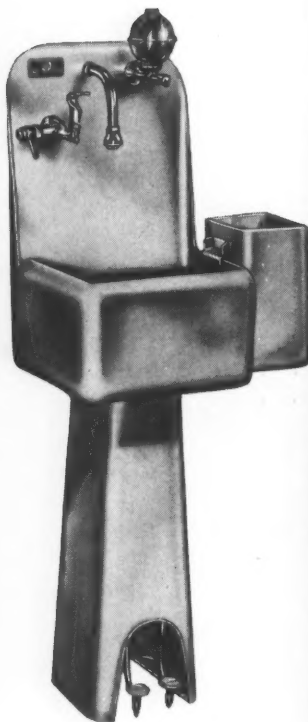
GLOBE'S

STAINLESS STEEL EQUIPMENT

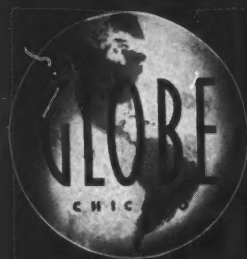
- offers new standards for long wear and heavy service
- meets new rigid inspection requirements

Globe's economies in manufacturing now bring Stainless Steel within the reach of every packer—large or small. You can effect big savings on maintenance due to rust-free surfaces and the longer life of the equipment itself. Yes—you can smooth out inspection problems, wipe out corrosion and contamination, and save money with Globe's Stainless Steel equipment in your plant. Let us give you the details. Write today.

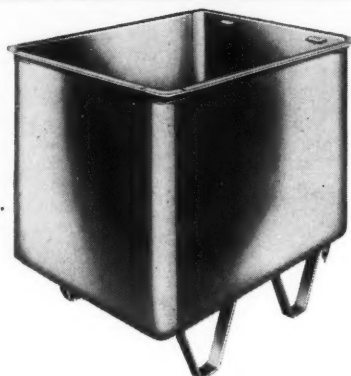
Globe equipment is now available through "NATIONWIDE" leasing program



Globe Stainless Steel sterilizing lavatory with sterilizing box, drinking fountain and liquid soap dispenser.



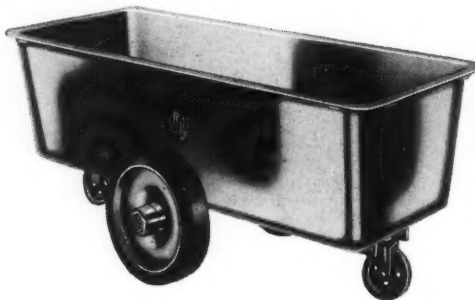
SERVING THE MEAT
PACKING INDUSTRY
SINCE 1914 WITH
EXPERTLY DESIGNED
EQUIPMENT



Globe Stainless Steel Soaking Vat. Corners rounded for faster cleaning. Ruggedly built for longer service.



Globe Stainless Sweet Pickle Meat Soaking Truck. Removable slat type false bottom, perforated corner drain plate, two 10" wheels and one double wheel swivel 6" caster. Stainless steel body, running gear black.



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makes sure that
shoppers bring home
OUR bacon"

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"With VIDENE TC," they report, "we're getting the best bacon wraps we ever had. Nothing else gave us the smooth, skintight appearance our package has now."

"It *looks* good, it *feels* good, it's highly grease-resistant, and the seal is tight . . . practically strip-proof. And broken packages are almost unknown."

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Videne **TC** THE SUPER FILM BY
GOOD YEAR

Videne, a Polyester film—T.M. The Goodyear Tire & Rubber Company, Akron, Ohio

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Crushed Pureco "DRY-ICE" goes into meat grinder of a major packer. "DRY-ICE" lowers temperature of trimmings and absorbs heat of grinding; generally resulting in a better appearance of the product.

Chill grinding most trimmings with Pureco "DRY-ICE" is the clean, uniform dry cold way to get a high quality ground product. It can also save you a considerable sum of money. Consider, point by point —

CO₂ CHILL GRINDING saves on labor costs.

eliminates recooling.

reduces shrinkage loss.

saves chill room space.

inhibits bacterial action.

preserves bloom.

Pureco Representatives are ready to show you all the advantages of this new process . . . and demonstrate in your plant. Call any one of over 100 distribution points from coast to coast for personalized attention.



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A division of Air Reduction Company, Incorporated
Nation-wide "DRY-ICE" service-distributing stations in principal cities
General Offices: 150 East 42nd Street, New York 17, N. Y.

AT THE FRONTIERS OF PROGRESS YOU'LL FIND AN AIR REDUCTION PRODUCT

VOLUME 141 OCTOBER 3, 1959 NUMBER 14



THE NATIONAL **P**rovisioner

15 W. Huron St., Chicago 10, Ill.
Telephone: Whitehall 4-3380

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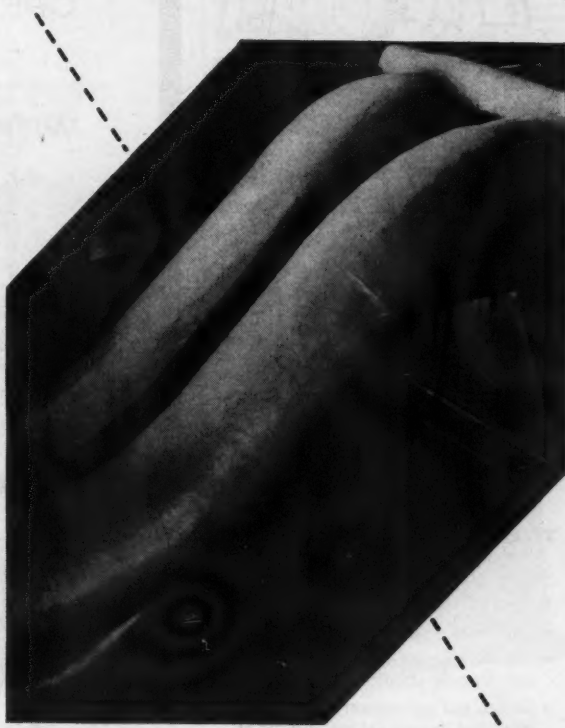
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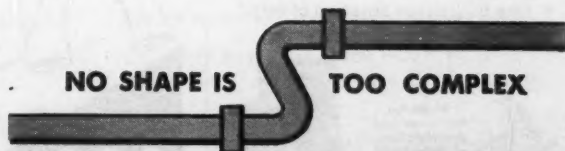
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lasts a lifetime!

Easy to install on curves, straight pipes or valves, Ozite pipe covering insulation stops wasteful heat absorption efficiently and permanently. Genuine Ozite insulation helps maintain uniform temperature and increase the refrigerating capacity of your equipment.



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**Tops in dependability!
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MECHANICAL TRUCK REFRIGERATION SYSTEMS

- Units for every type of truck
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Write for literature and specifications on units to fit your specific requirements



HUNTER

TRANSPORT HEATING AND REFRIGERATION

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SOLON, OHIO

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MORE
PROFIT
IN
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OPERATIONS



WITH **WOLVERINE'S** PIGSKIN-FOR-LEATHER PROGRAM

If you kill 3,000 hogs per week it could be worth \$30,000 or more per year to you. A greater kill brings a proportionately greater return.

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WRAPS ARE OUR MEAT!



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H-P-SMITH

PAPER CO
CHICAGO 38

The boys at HPS are only happy when they're producing wraps for covering your choicest carcasses. Let us know your needs...

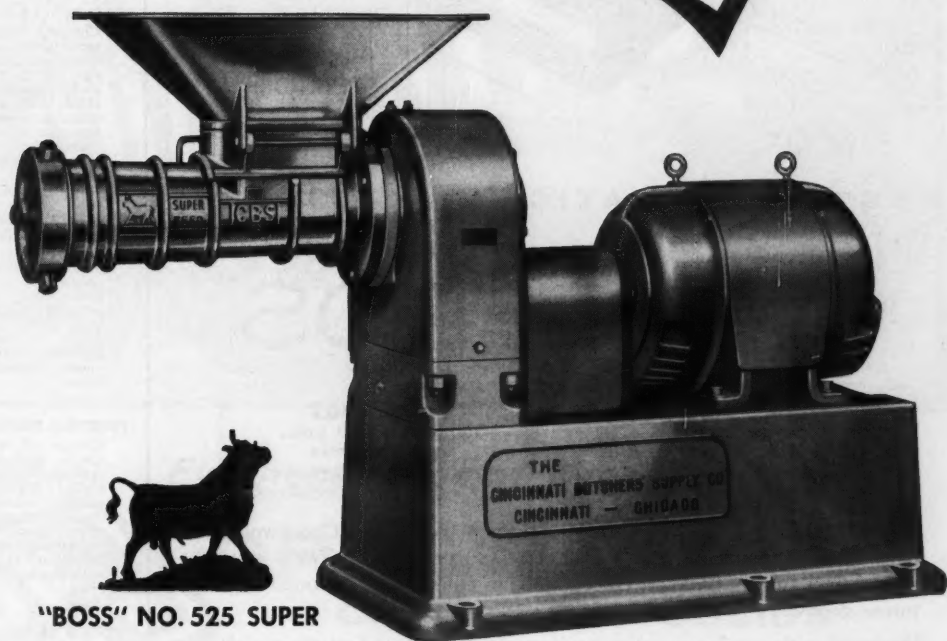
"BOSS" SUPERIOR

GRINDER

New OPERATING ECONOMY

New PROFIT-POTENTIAL

New EFFICIENCY



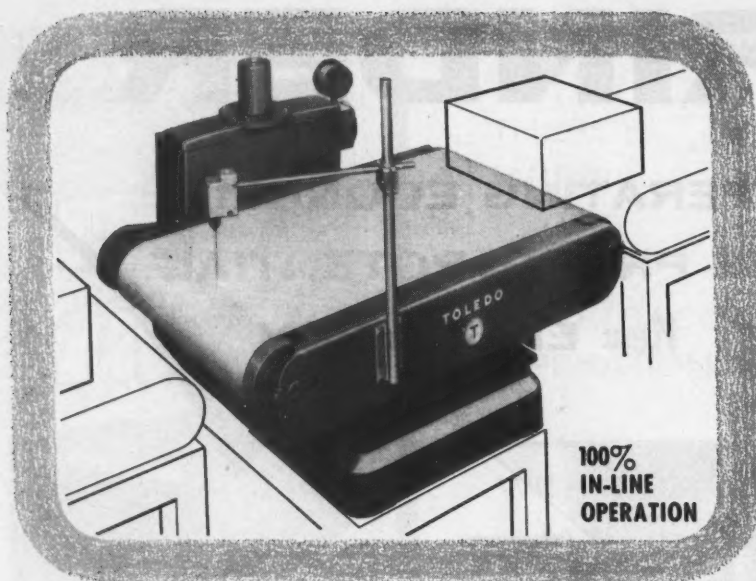
"BOSS" NO. 525 SUPER

For volume plus profit, this "BOSS" Grinder No. 525 is unmatched in its field. Its machined feed screw and finely-finished rifled cylinder grind fresh or frozen meat without mashing or backup. It has an extra-heavy cylinder ring and extra-heavy tinned discharge hood. Glass paneled oil gauge, drip-proof motor and guarded motor coupling are standard equipment.

Patented "BOSS" tilting feed hopper may be lifted either way for fast cleaning. Extra-heavy reducer is provided with hardened and ground helical steel gears which run in oil in a totally enclosed housing. Large radiating area of reducer housing assures cool operation. Rugged construction adds long life to sanitation and safety. Remember—you can't buy better than "BOSS"!

Complete Specifications furnished on request

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO



FAST, AUTOMATIC, IN-MOTION CHECKWEIGHING WITH NEW TOLEDOS

MODEL 9460
Items 50 to 200 Lbs.,
to 40 per min.

MODEL 9463
Items 5 to 50 Lbs.,
to 40 per min.

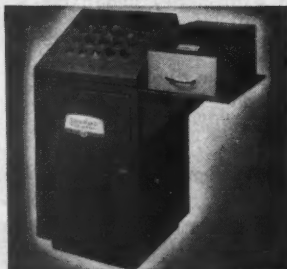
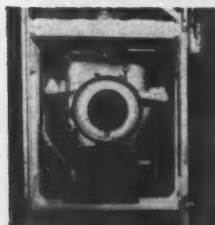
Get 100% in-line checkweighing with these new Toledos! Checkweigh bags, cartons, packages, parts and pieces automatically. You'll save time, labor and material . . . keep weights consistent . . . build customer goodwill.

Designed with continuous-running motorized conveyor on the weigh section, these Checkweighers fit readily into conveyor lines . . . are accurate to one part in 3,000. Available with remote zone indication stations for continuous visual check, magnetic counters to accumulate operating data, and other advanced Toledo features.

Now is the time to check into Toledo Checkweighers for your operations! Send for Bulletin 2968. TOLEDO SCALE, Division of Toledo Scale Corporation, Toledo 12, Ohio.

Toledo Automatic Bulk Weighing . . . net weight listing and totaling

Get accurate net weight listing and totaling of bulk materials going into truck or carload shipments. Weighing is automatic. You save time, control costs and reduce claims. The Toledo control console which interlocks all elements of the system, may be remotely located for operating convenience. Ask for Bulletin 2490.



TOLEDO
Headquarters for Weighing Systems

PROVISIONER "APPROVED" BOOKS

The books listed below are selected from a number of sources. In the opinion of the editors of The National Provisioner they are factual, practical and worthwhile—and are approved and recommended accordingly.

MEAT SLAUGHTERING AND PROCESSING

Contains information helpful to small slaughterer or locker plant operator interested in killing and meat processing. Discusses: fundamentals; plant location and construction; beef slaughter and by-products; hog slaughter; inedible rendering, casing processing; lard rendering; track installations; curing; smoking and sausage manufacture.
Price \$5.

FREEZING OF PRECOOKED AND PREPARED FOODS

This 560-page volume has 24 chapters and 124 illustrations. Included are processing instructions for food technologists, quality control people, packers, home economists and restaurateurs. Book is devoted exclusively to the production, freezing, packaging and marketing of baked goods, precooked and prepared foods.
Price \$10.00

FREEZING PRESERVATION OF FOODS

Covers all frozen foods comprehensively. Includes principles of refrigeration, storage, quick freezing, packing materials and problems; specific comment on preparation and freezing of meats, poultry, fish, other items. Complete discussion through marketing, cooking, serving, transportation. 31 chapters, 282 pictures. 1214 pages.
Price \$18.00

HIDES & SKINS

A comprehensive work on rawstock for leather, covering takeoff, curing, shipping and handling of hides and skins; these subjects are discussed by experts in packinghouse hide operations, chemists, tanners, brokers and others based on lectures sponsored by National Hide Association. Jacobsen Publishing Co.
Price \$8.75

MEAT PACKING PLANT SUPERINTENDENCY

General summary of plant operations not covered in Institute books on specific subjects. Discusses plant locations, construction, maintenance, power plant, refrigeration, insurance, operation controls, personnel controls, incentive plans, time keeping, safety.
Price \$4.50

ACCOUNTING FOR A MEAT PACKING BUSINESS

Designed primarily for smaller firms which have not developed multiple departmental divisions. Discusses uses of accounting in management, cost figuring, accounting for sales.
Price \$4.50

PORK OPERATIONS

A technical description of all pork operations from slaughtering through cutting, curing, smoking, and the processing of lard, casings and by-products. Institute of Meat Packing.
Price \$4.50



Taste Appeal... Eye Appeal... Buy Appeal with...



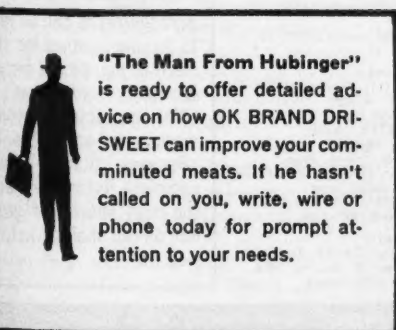
DRI-SWEET CORN SYRUP SOLIDS

More successful processors are recognizing the advantage of a single conditioner-sweetener like OK BRAND DRI-SWEET, Corn Syrup Solids.

DRI-SWEET fortifies *Taste Appeal* by keeping comminuted meats at the peak of their natural deliciousness. Retains flavor and juices without over sweetening.

DRI-SWEET puts more into *Eye Appeal* because this pure, transparent and nutritious carbohydrate from corn syrup preserves appetizing colors. Reduces watering-off and shrinkage. Binds meat particles for more appealing texture (easier processing, too!)

Proper taste and eye appeal add up to greater *Buy Appeal*. Only OK BRAND DRI-SWEET performs so well, yet is so economical and easy to use. Available in 2 popular forms: OK BRAND DRI-SWEET 42 D.E. Coarse and 42 D.E. Powdered. All available in convenient 100 lb. moisture-proof bags.



"The Man From Hubinger" is ready to offer detailed advice on how OK BRAND DRI-SWEET can improve your comminuted meats. If he hasn't called on you, write, wire or phone today for prompt attention to your needs.

THE HUBINGER COMPANY

Keokuk, Iowa

NEW YORK • CHICAGO • LOS ANGELES • BOSTON • CHARLOTTE • PHILADELPHIA



THIS IS THE BIGGEST YET!

LIQUIDATION of the closed
ARMOUR & CO. packing plant in
COLUMBUS, OHIO

Starting Oct. 14th & 15th

Pre-sale inspection
for your convenience

OCT. 13th



Complete listings being compiled! Here's a partial list!

Sausage Equipment

FRANK WRAPPING LINE: Corley-Miller, w/Sheeter mdl. BL, mdl. C. W. 18' supply conv., w/elec. eye, motors & reducers.
MINCEMASTER: 50 HP motor, w/knife Sharpener.
TY-PEELERS: (3) mdl. 500, stainless
TY-LINKERS: (4) mdl. 114AC, auto-
SILENT CUTTER: Buffalo #65-B, 60 HP, V-belt drive.
GRINDER: Anco #744A, stainless Hopper, St. Louis bowl, 40 HP.
GRINDER: Enterprise 68 H, 40 HP.
MIXER: Buffalo #5, 15 HP.
STUFFERS: (3) Globe, Boss, Buffalo, 400# capacity, with valves.
JOURDAN COOKER: dbie. cabinet, stainless steel, OA. 10' x 5'6" x 9'2" high.
JOURDAN TYPE COOKER: Globe #7727, dbie. unit.
SKINLESS SAUSAGE LINKER: Dohm & Nelke mdl. PSD, w/conveyor, 1 HP, mtr.
COOK TANKS: (2) stainless steel, 7'4" x 4' x 39", dbie covers, 9" pipe legs, like new.

This plant is complete and intact . . . finest selection of machinery and equipment we've ever been able to offer . . . covering all phases of a packing house operation including kill floor and cutting, lard and rendering, sausage, ham and bacon processing, slicing and packaging, etc. all priced lower than at any time in recent years.

ROCKFORD FILLERS: (2) mdl. "B," SMOKESTICKS: (1340) stainless steel, 3/4" x 46".

Ham & Bacon

BACON FORMING PRESS: Anco, 7 1/2 HP.
BACON SLICER: Anco #827, Hydraulic, w/shingling conveyor.
BACON OVERWRAPPER: Package Mach. mdl. FB, adj. 1/2# or 1# pkgs, w/Shrink Tunnel, 1/2 HP.
BACON SKINNERS (2) Townsend #52A & #52.
TITE-WRAP: mdl. "B," stainless top table, w/Sealing plate.
LOAF SLICER: U. S. mdl. 1755S & conveyor, w/2-Exact Weight Scales
CLIP APPLIER: Global pneumatic, stainless, w/Visking Stuffer.
PICKLE FORMULATING TANK: stainless steel, 350 gal., 49" dia. x 48" high.
PICKLE HOLDING TANK: stainless steel, 500 gal., 5' x 51" dia., w/refrig. stainless steel coils
COOK TANKS: stainless steel, 6' x 42" x 31" deep, w/cover.
BACON HANGERS: stainless steel, 8 & 10 prong.
HAM MOLDS: Adelmann, stainless steel, w/covers:
(136) #2-0, 12" x 6 1/4" x 5"
(45) #0-2-X, 11" x 6" x 5 1/2"
(69) #0-2-G, 12" x 5 1/2" x 4 1/2"
(20) #1-0, 11 1/4" x 5 1/2" x 4 1/2"
HAM MOLDS: (96) Globe Hoy #114, stainless steel, 12" x 6 1/2" x 5 1/2".
LUNCHEON MEAT MOLDS: Globe Hoy #245, 4" x 4" x 24" long.

Rendering & Lard

EXPELLERS: Anderson DUO with 30 HP and 5 HP motors.
EXPELLER: Anderson RB with magnetic separator, 25 HP mtr.
COOKERS: (4) Anco 5 x 10', welded heads, 15 HP, & 25 HP, motors.
BLOOD DRYER: Anco 5 x 16', 75 HP.
BONE CRUSHER: Milfs & Merrill, 14" x 16" opening, 20 HP.

HASHER-WASHER: Anco #496, 24" x 18" open. 30" x 16' cyl., 25 HP.
HAMMERMILL: Jeffrey Swing, 12" x 20" 25 HP.
LARD CARTON FORMER: Peters #580, 3/4 HP., for 1 lb. cartons.
LARD FILLERS: (2) Anco #700, hand operated, single spout.
LARD CARTON CONVEYOR: Alvey, 6' long, 1/4 HP.
KETTLE: Parker, steam jacketed, stainless steel, 95# WP., 33 1/2" x 29" x 19" deep, w/cover & valves.
KETTLE: Lee, 100 gal. cap., stainless steel, 90# MWP, with cover.

Kill Floor & Cutting
HOG DEHAIRER: Boss Super 21.
VISCERA INSPECTION CONVEYOR
O'HEAD HOG CONVEYOR CHAIN: 265' 10 HP.
BELLY ROLLER: SME, 20" dia., x 30" single roll, 1 1/2 HP.
BEEF LANDER: Anco #473, auto.
PORK-CUT SKINNERS: (2) Townsend model #27, with motors.
HOG DROPPER: automatic, left hand 1 HP.
TRIPE WASHER: stainless steel, with "IT" shaped tripe table.
RUMP & BONE SAWS: (2) B & D.
HOG HEAD SPLITTER: Boss #978.
CASING STRIPPER: Anco #550, 8" x 45" roll, w/screw spreader.
CASING CRUSHER: Anco #598, 24 x 4" rolls, 2 HP.
CASING FINISHER: Anco #599, 16" rolls, 1/2 HP.

Trucks
LOIN TRUCKS: (11) Globe #7234, slat type, w/14" RTRB.
GENERAL PURPOSE DUMP TRUCKS: (50) with 40" RTRB wheels.
STICK STORAGE TRUCKS: (12) St. John's. Round or triang. type.
SEMI-LIVE SKIDS: (186) 36" x 66", 8" RT wheels, 3000# cap.
PALI-TAINERS: (51) 48" x 40" w/drop gate each 40" side.

Scales
BENCH TYPE DIAL SCALES: Toledo, late styles, from 30 lbs. to 1000 lbs. cap., many with stands.

TRACK DIAL SCALES: Toledo, 800#-1600#-2000# capacities.
PICKLE PUMPING SCALES: Toledo, 50# cap., 4% to 20%, stainless steel platforms.
EXACT WEIGHT SCALES: Over & Under, models 213, 273, 353, stainless pans.
FLOOR SCALES: Toledo & Howe

Miscellaneous

PAK-ICER: Vilter, 3 1/2 ton, stainless steel lined storage Bin 11 1/2' x 5' x 5' high.
COLD JET UNITS: 24" x 10' stainless steel pans.
BRINE SPRAY UNITS: Niagara mdl. 622, 632, 323, with motors.
AIR COMPRESSOR: Ingersoll-Rand, 10 H.P. vertical receiver 30" x 6'4" high 2-stage, V-belt.
LAUNDRY WASHER: American 36" dia. x 63", 2-section stainless steel cylinder, 3 HP.
BUDGIT HOISTS: 1/2 & 1 ton cap.
LOIN TRIMMING TABLE: stainless steel top, 2'8" x 4'8" x 34" high.
Plus a large group of misc. stainless Tables of all sizes, Trucks, Tanks, Conveyors, Garage & Machine Shop equipment & Numerous other items.

Arrangements can be made to handle loading for shipment of equipment for you. All items sold 'as is'; all offerings subject to confirmation and prior sale. The "Barliant Bulletin" with complete listings will be in the mail shortly. If you're not on our mailing list, advise us.

EXCLUSIVE LIQUIDATORS

BARLIANT & CO.

1631 S. Michigan

Chicago 16

WABash 2-5550

PROVISIONER

October 3, 1959

VOLUME 141 NO. 14

Let the Outsiders In

In the United States during the twentieth century we have seen the emergence to a dominant position of a new professional group in most fields of business. These are the managers, whose specialized skills in the direction of purchasing, production, research, fiscal and legal affairs, advertising and sales, constitute the catalyst, in the presence of which capital (tools) and energy (human and mechanical) combine to yield goods, profits and progress for all.

We do not imply that these skills did not exist during the nineteenth and eighteenth centuries (and even earlier) but in the simpler environment of those days they were very frequently the attributes of the owners and enterprisers who managed most phases of their businesses as well as furnishing the capital for them.

Management today stands in a somewhat peculiar and isolated position in many meat packing companies and other industrial concerns. The managers are "hired hands," just as are the workmen in the plant, but in the direction of the company's affairs they are expected to hold the interests of ownership paramount. In many cases, however, they are unable to back up their faith in their own companies with dollars, and if they wish to invest, must do so outside the area of their most direct interest.

We suggest that in some instances it would be desirable to identify management more closely with ownership by making it possible for members of the group to own a share in the business for which they work.

The principals in proprietorships and closely-held corporations sometimes recognize the desirability of taking management into their circle, but are reluctant to do so because of the diffusion of ownership which would result.

It has been our observation that time and mortality eventually bring about such diffusion. Is it not better to control and direct it so that at least a part of the business is owned by those who have the skill and ability to carry on the operation, and who are deeply interested in the perpetuation and progress of the concern?

News and Views

Comparing The 1920s in the food industry with today "is like comparing a horse and buggy with a Sputnik," Judge Julius J. Hoffman of U. S. District Court in Chicago was told by an attorney for Swift & Company this week as trial opened in the action by Swift, Armour and Company and The Cudahy Packing Co. to obtain modification of the packers' consent decree of 1920. The companies are seeking relief from the decree provisions that prohibit them from handling more than 140 non-meat items and engaging in retail trade. Attorney John T. Chadwell, representing Swift, said in his opening statement that the companies are entitled to modification on the basis of tests set forth by the late Justice Benjamin N. Cardozo in the 1932 Supreme Court decision denying relief sought at that time. Only "grievous wrongs due to new and unforeseen conditions" would justify such modification, the Cardozo opinion said, Judge Hoffman noted. Chadwell told the court that the companies interpret the Cardozo language to mean that a consent decree should be modified when it no longer is in the public interest. Extensive testimony, he said, will show that supermarkets have revolutionized the

[Continued on page 25]

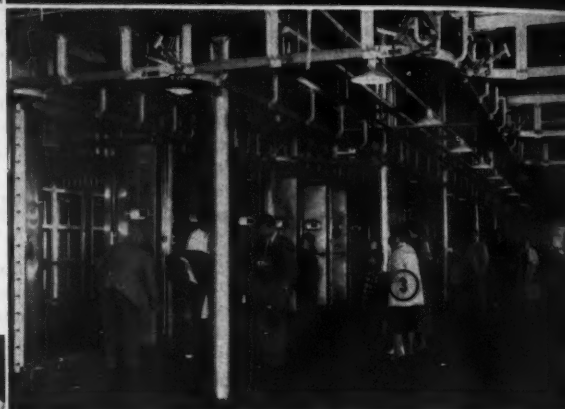
A Second Staff member of the American Meat Institute was elected a vice president this week as the 54th AMI annual meeting drew to a close in Chicago. The new vice president is Aled P. Davis, who formerly was assistant to the president. All other officers were re-elected. They are: chairman of the board, George W. Stark of Stark, Wetzel & Co., Inc., Indianapolis; president, Homer R. Davison, AMI; vice president, George M. Lewis, AMI; treasurer, H. Harold Meyer, The H. H. Meyer Packing Co., Cincinnati; secretary and assistant treasurer, Roy Stone, AMI, and seven vice chairmen. The vice chairmen are: W. A. Barnette, sr., Greenwood Packing Plant, Greenwood, S. C.; A. W. Brickman, Illinois Meat Co., Chicago; Wesley Hardenbergh, AMI; H. B. Huntington, Scioto Provision Co., Newark, O.; John F. Krey, Krey Packing Co., St. Louis; Cornelius C. Noble, Noble's Independent Meat Co., Madera, Cal., and Hugo Slotkin, Hygrade Food Products Corp., Detroit. Full coverage of the five-day convention, which attracted approximately 6,000 persons, will appear in next week's PROVISIONER.

Two Railroad cases and a truck case involving reduced rates on meat and packinghouse products westbound from Midwest to Pacific Coast points have been consolidated by the Interstate Commerce Commission which will hear oral arguments on Wednesday and Thursday, October 21-22, in Washington, D.C. The cases are Docket MC 32252, which reduced rail rates on August 15, 1957; MC 11181, which lowered truck rates on July 8, 1958, and I&S 7068, which reduced rail tariffs below the truck rates established in MC 1181. The full ICC will hear arguments on the truck case October 21 and on the railroad cases, October 22, before deciding whether the reduced rates shall be allowed to go into effect permanently.

"No Change" was the report on the labor front in Chicago late this week as members of the two major packinghouse unions continued on strike at Swift & Company plants across the country and 5,700 Wilson & Co. employees reported to work on a day-to-day basis without a contract. No dates were set for negotiations to resume. Swift notified strikers by letter late last week that the company was making effective immediately the 8½¢-an-hour general wage increase and other wage provisions contained in its offer rejected by the unions. A Swift letter this week informed strikers that they must make premium payments on hospital, medical, surgical and polio insurance policies to keep the protection in force. Swift paid the full cost to the end of September.



Guided Tours, Gifts, Refreshments Add to the Fun of Kitchen's Open House



1. Assembled guests watch as members of Boy Scout troop raise flag in opening ceremony on plant lawn.
2. Plastic ball in hand, youngster walks with mother through holding section of assembly cooler.
3. Gleaming stainless steel processing equipment receives close inspection from the visitors.
4. Msgr. Radiszewski (center), pastor of St. John Kanty, Buffalo, says prayers during blessing ceremony. On-lookers on left are Frederick M. Tobin, president of Tobin Packing Co., Rochester, N. Y. (parent firm), and Philip V. Baczkowski, budget director, City of Buffalo. At right are Mathew T. Byrski, vice president, and Walter L. Hegeman, president, both of A. Szelagowski & Sons.
5. Table toppers munch away at their many goodies.
6. Guests pass by product display featuring more than 100 Shelly brand items packaged by the firm.
7. Employee explains how skid loaded packages are assembled in shipping room at the Buffalo establishment.





LEFT: Reception line began in the general office area where guests were presented with token gifts, such as plastic piggy banks, ball point pens and plastic balls.



RIGHT: Group listens attentively to sausage maker's explanation of a plant operation. Demonstration of equipment drew large crowds at the open house in Buffalo.

At a two-day open house, held recently at the new plant of A. Szlagowski & Son, Inc., Buffalo, N. Y., about 4,600 guests marveled at the wonders in a modern \$1,900,000 sausage kitchen, gleaming throughout its 80,000 sq. ft. with stainless steel equipment and fully tiled walls.

Befitting a sausage house with a 60-year tradition for top quality sausage meat, the firm served its own products at a buffet refreshment stand set up in the garage and an open wall tent. Foremost among these products were some of its Polish specialties, including grilled bun-size Polish sausage links and sliced blood sausage.

The guests during the first day were employees, suppliers and packers; guests on the second day included dealers and their families. Altogether, they consumed nearly 1,200 lbs. of grilled Polish sausage, 4,000 lbs. of frankfurts and 1,300 lbs. of various sliced sausage, according to figures released by Walter L. Hegeman, president.

The open house ceremonies began

with a flag-raising performed by members of a local Boy Scout troop. Afterward, the plant was formally opened by Msgr. Radiszewski, pastor of St. John Kanty, Buffalo, who blessed the structure and cut the ribbon. Philip V. Baczowski, city budget director, welcomed the new plant into the community on behalf of Mayor Frank Sedita. Company officials, including Hegeman and Mathew T. Byrski, vice president, spoke words of welcome and thanks.

Upon entering the plant, the visitors passed the flower-studded reception desk staffed by women office employees who passed out plastic piggy banks (with the firm brand name "Shelly"), ball point pencils and plastic balls.

The tour lane then guided the visitors into the large packing and order assembly-shipping cooler. Here, a large product display featured 120 items in the Shelly line.

Next in line was the receiving-holding-grinding cooler, which was filled with meat in stainless steel holding drums and charging buckets. In this room, as in the others,

employees were on hand to explain the functions of the various pieces of equipment.

Steps in manufacturing sausage and the type of equipment used were explained in the large six-stuffer stuffing room. The public showed interest in the various pieces of grinding and emulsifying equipment. Many had fun using the air-lift to raise empty charging buckets 2 ft. off the dolly and down again.

Following the product production flow, the guests saw the all stainless steel equipped processing room with its banks of instrumented smoke-houses and cooking vats. From here, they went into the chill coolers and through the back of the packaging-order assembling-shipping room, where they saw modern sausage slicing and packaging lines, into the specialty canned meats cooler. Then they went out under the canopy from the plant to the garage area for refreshments.

(Editors note: A full picture story of the plant "in action" will appear in an early issue of THE NATIONAL PROVISIONER.)

LEFT: Youngsters are fascinated by demonstration of foot pedal operated hand-washing lavatory. RIGHT: Guests

pause at inviting buffet table where frankfurters, Polish sausage and luncheon meats of the company were served.

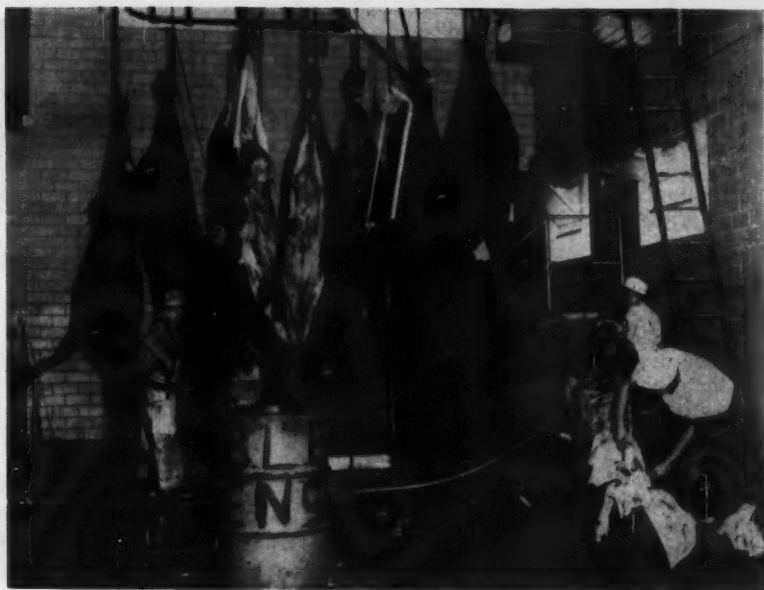


the south side, which is paved and used for truck parking. When the highway construction is completed, a permanent cattle receiving dock will be constructed with a runway leading from the street to the pens.

From the holding pens the cattle are driven into the squeeze pen and then to the knocking pen which occupies the northeast corner of the 60 ft. x 52 ft. dressing department.

Cattle are stunned in a humane manner with a Koch captive bolt pistol and are dumped onto the dry landing area which is also connected with the cattle pens for the purpose of handling cripples.

The stunned animals are shackled and hoisted to the bleeding rail. Bled cattle are deheaded and the heads are taken to the head flushing and dehorning section which is located back of the bleeding area and is separated from it by a waist-high tile wall. The cleaned heads are



ABOVE: View of the stunning, dry landing and bleeding area and the two beds shows the high level of lighting in the room, the walls of which are tiled to the ceiling. LEFT: Paunch is lifted onto stainless steel workup table for separation. BELOW: For the full hoist operations, the firm uses a single rail arrangement which conserves space on the dressing floor.



full hoist position. The firm uses the single rail system for full hoist work and this saves space, according to John Volz.

After the carcass is on full hoist, the viscera are dropped into a paunch truck for inspection and distribution. The paunch is placed in an air lift which dumps it on the stainless steel separation table. The peck, intestines and covering fat are removed and chuted through narrow wall openings into product drums located in the inedible room. The stainless steel chutes have an open hoop end that prevents the product from overshooting the drum and dropping on the floor because the hoop stops the forward movement of the product. The drummed inedible material is picked up by a local renderer.

The paunch is opened, flushed and deposited in a tripe scalding. The

placed on a head truck and, after inspection, the passed heads are moved to the workup area located against a full wall separating the inedible products room from the dressing floor. The meat-free skulls are collected in drums in the inedible products room. Head meat, such as tongues, temple meat and cheeks, are placed on long stem overhead hooks for trolley movement to the offal cooler. The same rail system has a spur connecting with the pluck workup table which is in line with the full hoist area on the dressing floor, thus serving to minimize walking by the paunch truck handler.

After flooring operations are completed, the carcasses are pulled with a fixed trolley bar to the half and



cleaned tripe and other edible items from the pluck are placed on trolley hooks for movement to the fancy meat cooler.

After the hides are dropped, the carcasses are pushed from the single rail spurs into a powered section of the dressing rail. The carcass is moved to the splitting section where an operator on a LeFiell elevator platform rides down with it as he makes his split with a Kentmaster saw suspended from a Thor balancer mounted to the platform frame. The hide dropper feeds the carcass into the chain so that the lead trolley is in front of the pusher finger and the second trolley is behind the next finger.

The split sides then pass through a fixed spray which loosens blood for easy removal. They then move past the low and high washing, the shrouding and the weighing stations. The high washing platform is in back of the splitting platform.

The air compressor for the washing station is located on the steel I-beams which serve to support the overhead rails.

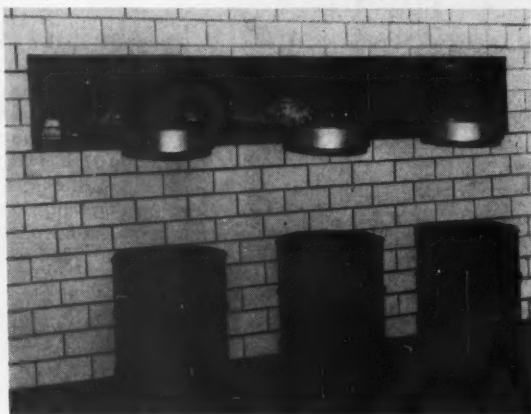
A crew of nine is employed on the dressing floor and dresses about 12 head per hour, says John Volz.

The three-vat trolley and hook washing setup is also located on the dressing floor. An overhead rail ring supports two small electric hoists above the vats. The trolleys and hooks are placed on a frame attached to the hoist cable and are moved progressively through the three-stage washing cycle. In the first stage an Oakite detergent is used for cleaning and rust stripping, the second holds a hot water rinse and the third a rust-inhibiting oil dip. A batch of trolleys is cleaned in about 15 minutes.

The shrouded hot sides are moved into the 200-head chill cooler equipped with six Gebhardt ceiling units. The hot carcass room is the first unit in the cooler block forming the west side of the building. Chilled sides can be moved either into the breakdown cooler or the 400-head sales cooler which is refrigerated with eight ceiling units. The breakdown-fancy meats cooler forms the center of the refrigeration block. The chilled fancy meats are packaged in the breakdown cooler.

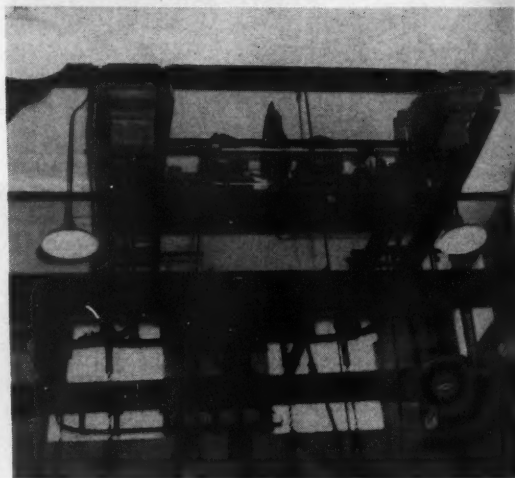
The 46-ft. x 64-ft. sales cooler has 27 rails and has a low third rail between each two high rails. After the carcasses have been selected for a customer, the sides are ribbed and the quarters hung on this low rail. The forequarters are hung as soon as ribbing is completed, while the hinds are poled down. Management reports that the low rail expedites

TWO HIGH rails are separated by a low rail which is used to assemble beef quarters in the proper order and ready to load for store and warehouse delivery. The ceiling units are mounted in the open space above the high rails.



BARRELS for the different kinds of inedible material, which are later picked up by an outside renderer, are set under chutes from inedible room. The chutes terminate in hoops which prevent the product from sliding onto the floor below.

ELECTRIC motors and chain drums for lifts and droppers employed in the cattle slaughtering operations are mounted on the steel I-beams which support the rail system in this area. Note unit heater located on the right wall.



the assembling of orders since the carcasses are selected from entire cooler, placed on the low rails and then moved to the front of the room. The low rails are connected with LeFiell switches to the main scale out rail. There is no need to push

carcasses back and forth on the high rail to get the ones needed for an order, comments John Volz.

The high rails also are interconnected with LeFiell switches providing a continuous accumulation

[Continued on page 19]

Report Cites Effectiveness of Shipping Beef Via 'Piggyback' And Rail Cars

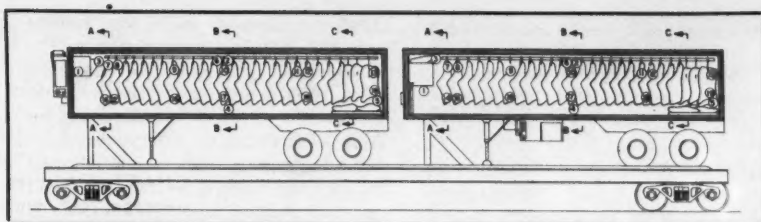
PIGGYBACK" or truck-trailers hauled on flatcars offer a definite advantage in shipping freshly killed beef to market in that they can be driven directly from the rail yard to the wholesale or retail outlet, eliminating intermediate unloading or warehousing and lessening the chance of spoilage during the transfer operation.

The foregoing opinion is one of many expressed by H. D. Johnson, R. W. Penney and R. F. Guilfooy, transportation specialists from the marketing research division of the Agricultural Marketing Service, who recently compared the performance of mechanically refrigerated rail cars and "piggyback" trailers-on-flatcars in shipping beef from Lincoln, Neb., to Philadelphia. A typical water-ice car was also used in the test for control and performance comparison purposes.

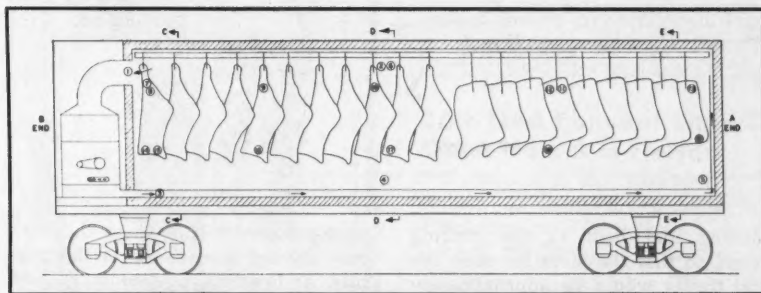
Mechanically refrigerated rail cars offer the same basic advantages as "piggyback" trailers, the specialists concluded. When functioning properly, they are capable of maintaining the proper air and commodity temperature en route. They also proved to be considerably more effective than water-ice cars.

Following are details of the test procedure and the conclusions reached by the AMS transportation experts.

MOLD TENDENCY: Freshly killed beef will maintain its bloom and quality longest when it is cooled quickly and held at a temperature between 31° and 35° F. At temperatures above 35°, the tendency of mold to develop on the surface of the meat increases. Therefore, transportation equipment should be capable of maintaining the commodity at a temperature in the optimum



SIDE view of trailers used in study shows interior construction, including loading pattern and locations at which air and commodity temperatures were taken (A, B and C): 1) return air, 2) top doorway center line, 3) air blast, 4) bottom doorway center line, 5) bottom end center line, 6) wet bulb, 7) top bunker left side, 8) top bunker right side, 9) top quarter length center, 10) top doorway center line, 11) top three-quarter length center, 12) top three-quarter length left side, 13) top end center line, 14) bottom bunker left side, 15) bottom bunker right side, 16) bottom quarter length center, 17) bottom doorway center line, 18) bottom three-quarter length center and 19) bottom end center line.



INTERIOR construction of typical refrigerated car used in test is shown, including loading pattern and locations at which air and commodity temperatures were taken (A, B, C, D and E): 1) return air, 2) top doorway center line, 3) air blast, 4) bottom doorway center line, 5) bottom end center line, 6) wet bulb, 7) top bunker left side, 8) top bunker right side, 9) top quarter length center, 10) top doorway center line, 11) top three-quarter length center, 12) top three-quarter length left side, 13) top end center line, 14) bottom bunker left side, 15) bottom bunker right side, 16) bottom quarter length center, 17) bottom doorway center line, 18) bottom three-quarter length center and 19) bottom end center line.

range between 31° to 35° Fahrenheit.

A typical refrigerated car used in the test had a capacity of 75,000 lbs., a load limit of 80,600 lbs. and light weight, 55,400 lbs. It contained nine meat rails as well as floor racks. The inside length was 34½ ft.; inside width, 7 ft. 7 in.; inside height, 6 ft. 7 in., and inside volume, 1,727 cu. ft. Built in November of 1950, the car had rigid foam insulation, 7 in. in the floor and 6 in. in the sides, ends and the roof.

The mechanical refrigeration unit in the car had a 2-cylinder engine using propane fuel, 8.5 to 13 hp. at 2,700 rpm. Other features included an air-cooled, 12-volt starter and ignition system and a 2-cylinder compressor. The engine and compressor operation was continuous at either high or low speed. Cold air was blown under the floor racks and traveled up through these racks and also around the load through side- and end-wall flues. Then the air traveled over the top of the load

until it reached the return air grill.

A typical trailer used in the study contained seven meat rails mounted lengthwise in the body. The inside length was 33 ft. 10½ in.; inside width, 7 ft. ½ in.; inside height, 7 ft. 2½ in., and inside volume, 1,720 cu. ft. The body had 6 in. of rigid foam and glass fiber insulation in the floor, sides, ends and roof.

GASOLINE ENGINE: Refrigeration was supplied by a mechanical unit mounted on the nose of the trailer. Other features of the unit included a 4-cylinder gasoline engine, liquid-cooled, with a 24-volt starter and ignition system. A 4-cylinder compressor was connected directly to the engine. The engine could start and stop automatically, depending upon temperature need. A cold air blast was at the top and air return was at the bottom of the unit, without any ducts for air distribution inside the trailer.

All of the beef used in the test was slaughtered two days before

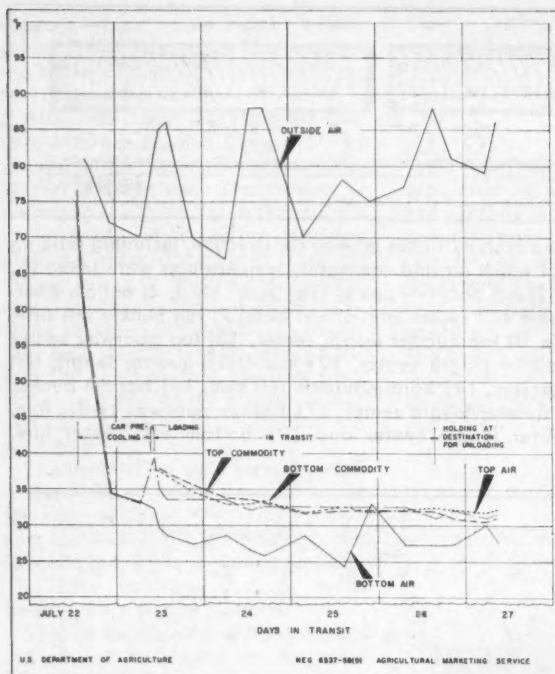


CHART illustrates average air and commodity temperatures in the typical mechanically refrigerated rail car used in the study. This particular car performed well en route, maintaining both proper air and commodity temperatures up to its destination.

loading and held in the chilling room, so that the meat for each car and trailer would be approximately the same temperature at the time of loading. Temperatures of a random sample of the carcasses were taken with a hand thermometer before loading.

Each car and trailer was loaded with 96 forequarters and 96 hind-quarters of beef. The thermostats of the mechanical refrigerating units were set at 34° F. Air and commodity temperatures inside each vehicle were obtained during transit by thermocouples; the temperature-indicating instrument was mounted inside the caboose.

Thirteen commodity, five air and one wet bulb (for humidity) temperatures were taken for each load at train stops en route to the Philadelphia destination.

CANVAS COVER: Temperatures of a random sample of the carcasses taken with a hand thermometer in the plant before loading ranged from 36° to 52° F. The loading of the cars and trailers at the Lincoln plant proceeded smoothly. A canvas covering was used between the plant door and the car door to keep the inside of the car and the beef cool while loading. The shipment arrived in Philadelphia after an in-transit time of 76½ hours.

The performance of the typical refrigerated rail car described previously was very good, according to the AMS specialists. The beef, after being loaded into the car, had a maximum temperature of 46.0° F.

at the top and 43.5° F. at the bottom. By the second day of the trip, this car lowered the maximum beef temperature below 35° and held the maximum temperature below that point for the remainder of the trip. The average commodity temperatures ranged from 32° to 35°, with only a 2° spread between top and bottom of the beef.

The study says that some interference with the electronic temperature indicator of the trailer described previously was noted during the trip, probably because of static from the electrical system of its refrigerating unit. As a result, there were no temperature readings recorded for some locations during the course of the trip.

However, the readings taken show that the commodity temperature in certain locations of the load was higher than desired. During the last three days of the trailer trip—from Galesburg, Ill., to Philadelphia—the maximum commodity temperatures varied between 37.5° and 45° F., higher than the desired maximum temperature of 35°.

NO DUCTS: The maximum commodity temperatures occurred at positions near the end of the trailer. Temperatures were probably higher at these positions because there were no ducts to distribute cold air to the rear of the vehicle. This situation might be improved by blowing part of the cold air from the refrigerating unit to the rear of the trailer through ducts.

The water-ice car had a greater

spread between top and bottom air and commodity temperatures than did the other cars and trailers, especially when standing still. This spread is typical of water-ice cars which have no air-circulating fans and depend entirely upon convection for air movement in the car.

An extreme temperature rise occurred in the water-ice car during the six hours immediately after loading, while the car was stationary in the yards at Lincoln, Neb. Other sharp rises in temperature coincided with times during which this car was stationary at yards. Maximum commodity temperatures fluctuated between 37° and 49°.

During most of the time in transit, the relative humidity in the ice car was between 70 and 80 per cent, while all of the mechanically refrigerated cars and trailers had relative humidity ranges between 83 and 100 per cent.

The packing plant at Lincoln was so designed that the cars and trailers could be loaded directly through the plant door into the car. This feature, together with use of the canvas cover between the plant door and the car door, kept both the car interior and the meat cool during loading. The arrangement is a considerable improvement over loading operations where an open loading dock allows warm outside air to enter the car or trailer, according to the experts who conducted the shipping test.

California to Publish Humane Rules This Fall

The California Department of Agriculture has announced that it is working on regulations designed to implement the humane slaughter bill (S-279) enacted by the 1959 legislature and approved by Governor Brown. The department plans to publish the regulations this fall and to make copies available to all persons interested.

The California humane slaughter law requires that the state director of agriculture, not later than December, 1959, shall issue rules and regulations regarding methods of slaughter that the state will consider humane. The department's rules are required to conform, insofar as possible, with humane slaughter regulations issued by the U. S. Secretary of Agriculture.

Meat packers who wish to sell their products to any California state agency will have until July 1, 1960, to install the proper equipment and adopt such state approved humane methods of animal slaughter.

Volz Builds in St. Louis

[Continued from page 16]

which is approximately 100 feet in total length.

The cooler scale is located in front of the glass-walled shipping office from which both shipping dock and sales cooler operations can be observed. Exit from the cooler is made via a Jamison cooler door.

Underneath the loading dock, the outer wall of which is equipped with louvers, is located the firm's compressor room housing two Frick compressors rated at 75 tons, liquid receiver, accumulator, hot water boiler and storage tank. A Frick evaporative condenser is located in an area on the roof.

Styrofoam insulation has been used throughout the plant and walls of the work rooms, loading dock and

coolers are tiled to ceiling height.

The outside wall of the kill department is pierced by large glass block windows equipped with steel hinged frames.

The company, which was organized in 1891, is now operated by the third generation of the Volz family. Brothers John and Arthur manage



BROTHERS John and Arthur Volz discuss day's activities at the beef plant.

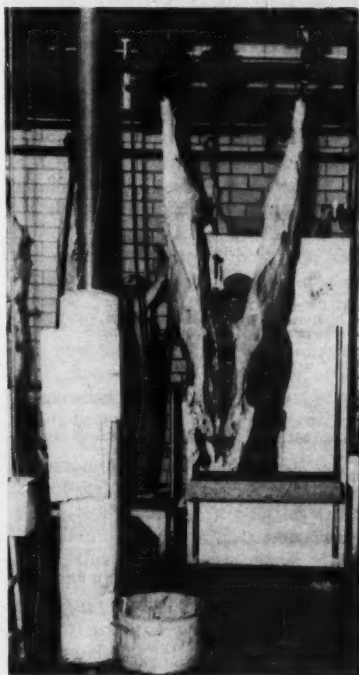
ceiling coolers by Advanced Engineering Corp., and cooler doors by Jamison Cold Storage Door Co.

26th NRA Convention to Open Nov. 6 in Florida

A "Report to the Membership" by Robert J. Fleming, National By-Products, Inc., Des Moines, president of the National Renderers Association, will open the NRA's 26th annual convention at 8:30 a.m. Friday, November 6, at the Hollywood Beach Hotel, Hollywood Beach, Fla.

John H. Haugh, Tucson Tallow Co., Tucson, Ariz., second vice president of the NRA, will follow Fleming with a discussion of the "South American Market Development Program." Also scheduled for Friday is a panel discussion on "Plant Construction, Expansion, Modernization and Addition and Replacement of Equipment."

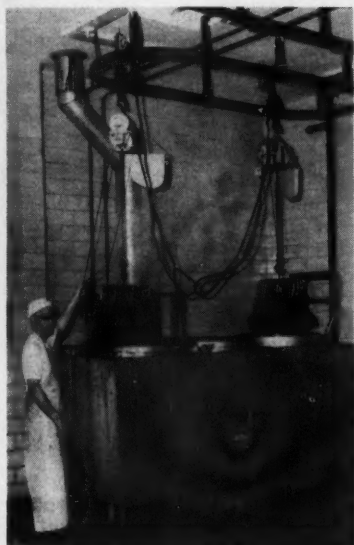
Topics to be presented on Saturday, November 7, include "Quality Control and Laboratory Operation," "Better Accounting Practices," "Selling to the Feed Manufacturer" and "Rendering Industry Research and Market Potential."



WORKING on elevator platform, the carcass splitter rides with his cut.

the plant, uncle John is the cattle buyer and cousin Martha is office manager. Arthur's son John is the fourth generation member of the family now actively engaged in the plant's operation.

Equipment credits: All the packinghouse equipment was furnished by R. W. Tohtz & Co.; refrigeration equipment by Frick Co. and unit



ELECTRIC hoists mounted on rail ring above trolley cleaning vats are used to lower the trolleys successively into the containers which hold the detergents, rinse and protective oil.

The new **SIMPLEX BRINE PUMP** for pumping hams or bacon

10 REASONS WHY THE NEW SIMPLEX BRINE PUMP IS GOOD NEWS FOR YOU!

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4. Has **Air-intake filter.**
5. A **3-inch opening at top provides easy access for INSPECTION** as well as convenient filling.
6. Tank can be used for **mixing brine.**
7. **Glass gauge at base indicates contents and lets you know when tank needs refilling.**
8. **A SIZE TO MEET YOUR NEEDS . . . 20-gallon, 40-gallon, 75-gallon or 150-gallon . . . or made to your specifications.**
9. **EASY TO OPERATE . . . simply open the air valve and begin pumping.**
10. **USE AS MANY OPERATORS AS YOU NEED . . . simply by lengthening the outlet pipe.**

THE SIMPLEX BRINE PUMP has been approved by the U. S. Department of Agriculture. Territories open for distributorship . . . for further information and price list write to:

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ALL MEAT . . . output, exports, imports, stocks

Meat Production Up More; Cattle Kill Rises

Meat production continued to rise in the second week following the holiday period, as volume of output under federal inspection rose to 442,000,000 lbs. from 429,000,000 lbs. in the previous week. Most generally, production falls back after a holiday build-up in animals ready for slaughter. Slaughter of cattle rose moderately from the previous week and numbered about 7 per cent larger than a year earlier. Calf kill gave indications of beginning to edge closer to numbers last year. Hog slaughter also continued to rise and numbered well over 200,000 head larger than last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK	
	Number	Production	Number	Production
	M's	Mil. lbs.	(Excl. lard)	
Sept. 26, 1959	380	220.8	1,460	194.8
Sept. 19, 1959	370	214.2	1,410	188.9
Sept. 27, 1958	356	204.8	1,349	166.9

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.
	Number	Production	Number	Production	
	M's	Mil. lbs.	M's	Mil. lbs.	Mil. lbs.
Sept. 26, 1959	105	12.2	300	13.8	442
Sept. 19, 1959	93	11.2	315	14.5	429
Sept. 27, 1958	111	12.9	232	10.6	395

1950-59 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 349,561.

1950-59 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,341; Sheep and Lambs, 137,677.

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)			
	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Sept. 26, 1959	1,020	581	230	133
Sept. 19, 1959	1,015	579	231	134
Sept. 27, 1958	1,006	575	229	134

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD.
	Live	Dressed	Live	Dressed	
					Per cwt. Mil. lbs.
Sept. 26, 1959	205	116	95	46	— 49.6
Sept. 19, 1959	215	130	95	46	— 48.0
Sept. 27, 1958	206	116	94	46	13.7 39.1

Establish New Mexico Group To Publicize Meat In State

A statewide meat promotion organization has been established in New Mexico in cooperation with the National Live Stock and Meat Board. The group will help supervise beef, lamb and pork publicity in the state, W. I. Driggers, president of the New Mexico Cattlegrowers Association, pointed out.

The organization includes representatives from meat retailers, meat packers, stockyards, wool-growers and extension service, as well as the cattle growers, restaurant and Farm Bureau associations.

"We hope to assist in working with the National Live Stock and Meat Board of Chicago in developing meat promotion programs, not only in New Mexico, but throughout the country," Driggers said. "A representative organization of this kind has long been needed in the state in order to coordinate meat promotion programs and to increase the consumption of all red meats."

Activities of the National Live Stock and Meat Board and the state committee will be financed by a

voluntary deduction of 2c per head on cattle, 2/3c per head on sheep and 2/5c per head on hogs when they go to market. The funds will then be matched by packers and the American Meat Institute.

Oregon Reports on Slaughter; Short of Meat Inspectors

Slaughter during the first seven months of 1959 in Oregon plants under state meat inspection totaled 157,113 head. The kill consisted of 59,749 cattle, 7,185 calves, 8,632 sheep, 79,518 swine, 444 goats and 1,585 horses.

The Oregon state department of agriculture said condemnations numbered 585 animals, or 37/100th of 1 per cent. The breakdown on condemnations were: cattle, 296; calves, 7; sheep, 166; swine, 104; goats, four, and horses, eight.

Dr. M. L. Houston, assistant supervisor of state meat inspection, said that in spite of the seven-man increase in the inspection force in the last two months, the department was "hard put" to find enough manpower within budget limitations to meet existing needs.

Cattlemen In Denver Decide Not Time For Grade Changes

The beef grading study committee of the American National Cattlemen's Association, called by Chairman Dean Brown to consider suggestions that the ANCA arrange an industry-wide meeting to study realignment in federal grade standards, concluded in the recent Denver conference that:

Current acceptance of beef at prices relatively higher than other red meat makes this an inopportune time to disturb grades, and grading may be helping beef popularity.

If grade adjustments are made they should promote welfare of producers and reward growers of animals with high ratio of lean to fat and bone and various other quality factors.

Changes should be based on research which, at the request of the ANCA, is under way but still incomplete. (Expanded research was strongly urged.)

There is no assurance that putting part of Good grade up into Choice or moving part of Choice up into Prime, as has been proposed, would alleviate the surplus fat problem. (The range of degree of fat, wherever the lines are drawn, would undoubtedly continue, as would the "liner" problem.)

With no new facts to go on, an inter-industry meeting at this time seems premature.

Meat Index Down Moderately

Meat prices declined moderately in the week ended September 22, according to the Bureau of Labor Statistics price index. The average wholesale price index on meats for the period at 100.8 was down one percentage point from its recent high of the previous week.

U. S. LARD STOCKS

Stocks of lard and rendered pork fat at packing plants, factories and warehouses, refrigerated and non-refrigerated, on August 31, 1959 totaled 100,300,000 lbs. This volume compared with 135,600,000 lbs. in stock on July 31 and 49,827,000 lbs. at the close of August last year.

CHICAGO LARD STOCKS

Stocks of drum lard in Chicago on September 25 totaled 14,736,379 lbs., according to the Board of Trade. Of this volume, 5,637,160 lbs. were prime steam and 9,099,219 lbs. were dry rendered lard.

PROCESSED MEATS . . . SUPPLIES

Future For United States Tallow In Japan Faces Stiffer Competition From Australia, New Zealand

THE United States, long the major supplier of beef tallow to Japan, is facing the possibility of increased competition from Australia and New Zealand, the Foreign Agricultural Service has revealed. The Japanese like U.S. tallow and its price is competitive in the world markets, but such imports are still restricted as they were when Japanese foreign exchange reserves were low. On the other hand, tallow imports from Australia and New Zealand come in under a much less restrictive part of the Japanese import program. Therefore, the two countries have been able to enlarge their share of the Japanese tallow market.

Most of the tallow Japan buys is used for soap. Soap production in 1958 totaled nearly 772,000,000 lbs., an increase of 71 per cent over the 1951-55 average. Before the end of the Japanese fiscal year (April 1958-March 1959), dollar allocations for tallow imports were exhausted. Japanese importers were forced to increase their orders for Australian and New Zealand tallow during the last quarter of the year although the price was higher than the U.S. price.

Japan has bilateral trade agreements with both Australia and New Zealand which provide for tallow imports. During the fiscal year end-

ing March 1960, such imports by Japan may reach a volume of 40,000,000 lbs.

Japan imports tallow under two systems, Automatic Approval (A.A.) and Foreign Exchange Allocation (F.A.). Under the A.A. system, imports are licensed without a value limit for any commodity on the A.A. list. The only limit is the total A.A. allocation. Beef tallow from Australia and New Zealand is imported under this system. In contrast, the F.A. system restricts the amounts of imports by quantity, as well as by source of imports. Tallow from the U.S. and Canada is imported under the F.A. system.

According to Japanese statistics, Japan bought 253,000,000 lbs. of inedible tallow from abroad during the calendar year 1958. Of this total, 223,000,000 lbs. were U.S. tallow, and a little over 10,000,000 lbs. were Canadian. Thus, total purchases under the F.A. system reached 87 per cent of all tallow imports. Of the remaining 32,500,000 lbs. bought in 1958, Australia supplied 18,000,000 lbs. and New Zealand furnished more than 14,000,000 lbs.

Japanese soap manufacturers have been able to persuade the government to raise import allocations for the 1959 fiscal year 200,000

lbs. Of this, 260,000,000 lbs. will be under the F.A. system and 40,000,000 lbs. will be under the A.A. system. This plan could change if demand expands more rapidly than expected, since it represents the Japanese government's estimate of needs for the current fiscal year. Japan scheduled imports of 108,400,000 lbs. at the beginning of the 1958 fiscal year, but as consumption exceeded estimates, actual imports rose to more than 272,000,000 lbs.

Japanese soap manufacturers have stated that they recognize the high quality and reasonable price of U.S. beef tallow as compared with that of other countries and will give preference to the U.S. product as long as F.A. funds last. In view of the lower U.S. prices, it appears that the Japanese government intends to allocate most of its F.A. purchases to the United States.

Thus, the United States is currently maintaining its position as the main supplier to the Japanese market. However, the U.S. tallow producers must not overlook the fact that Australia and New Zealand are capable of increasing their exports to Japan.

Australia's tallow output is rising rapidly because favorable beef prices abroad have given impetus to its livestock industry. New Zealand's production, however, seems to have leveled off after a sharp rise during the last couple of years.

DOMESTIC SAUSAGE

Pork sausage, bulk, (cl, lb.)	
in 1-lb. roll	32 1/2 @ 34 1/2
Pork saus., sheep cas.,	
in 1-lb. package	48 @ 55
Frank's, sheep casing,	
in 1-lb. package	61 1/2 @ 71
Frank's, skinless,	
in 1-lb. package	49
Bologna, ring, bulk	47 @ 50
Bologna, a.c., bulk	40 1/2 @ 43
Bologna, a.c., sliced	
6, 7-oz. pack, doz.	2.61 @ 3.60
Smoked liver, n.c., bulk	45 1/2 @ 54
Smoked liver, a.c., bulk	36 @ 44
Polish sausage,	
self-service pack	58 @ 73
New Eng. lunch spec.	60 @ 65
New Eng. lunch spec.,	
sliced, 6, 7-oz., doz.	3.84 @ 4.92
Olive loaf, bulk	44 1/2 @ 54
O.L. sliced, 6, 7-oz., doz.	2.85 @ 3.84
Blood and tongue, n.c.	66 @ 70
Blood, tongue, a.c.	45 1/2 @ 66
Pepper loaf, bulk	48 @ 66
P.L. sliced, 6-oz., doz.	2.78 @ 3.84
Pickle & Pimento loaf	41 @ 54
P&P loaf, sliced,	
6, 7-oz., dozen	2.78 @ 3.60

DRY SAUSAGE

(cl, lb.)	
Cervelat, ch. hog bungs	1.03 @ 1.05
Thuringer	64 @ 68
Farmer	87 @ 89
Holsteiner	73 @ 75
Salami, B. C.	93 @ 95
Salami, Genoa style	1.03 @ 1.05
Salami, cooked	51 @ 53
Pepperoni	87 @ 89
Pepperoni	95 @ 97
Sticilian	87 @ 89
Goteborg	87 @ 89
Mortadella	61 @ 63

CHGO. WHOLESALE

SMOKED MEATS

Sept. 30, 1959	
Hams, skinned, 14/16 lbs. (Av.)	
wrapped	43
Hams, skinned, 14/16 lbs.,	
ready-to-eat, wrapped	44
Hams, skinned, 16/18 lbs.,	
wrapped	43
Hams, skinned, 16/18 lbs.,	
ready-to-eat, wrapped	44
Bacon, fancy, de-rind,	
8/10 lbs., wrapped	33
Bacon, fancy sq. cut, seed-	
less, 10/12 lbs., wrapped	30
Bacon, No. 1, sliced 1-lb heat	
seal self-service pkg.	44

SPICES

(Basis Chicago, original barrels, bags, bales)	
Whole Ground	
kernel for saus.	
All-spice, prime	86
Resifted	99
Chili pepper	53
Chili powder	53
Cloves, Zanzibar	58
Ginger, Jam, unbl.	48
Mace, fancy Banda	3.50
West Indies	3.90
East Indies	3.05
Mustard flour, fancy	43
No. 1	38
West Indies nutmeg	2.05
Paprika, Amer. No. 1	55
Paprika, Spanish	90
Cayenne pepper	63
Pepper:	
Red, No. 1	58
White	64
Black	48

SAUSAGE CASINGS

(Lcl prices quoted to manufacturer of sausage)	
Beef rounds: (Per set)	
Clear, 29/35 mm.	1.15 @ 1.25
Clear, 35/38 mm.	1.20
Clear, 35/40 mm.	1.05
Clear, 38/40 mm.	1.10 @ 1.25
Clear 44 mm./up	1.85 @ 2.00
Not clear, 40 mm./dn.	75 @ 80
Not clear, 40 mm./up.	85 @ 90
Beef weasands: (Each)	
No. 1, 24 in./up	10 @ 12
No. 1, 22 in./up	7 @ 10
Beef middles: (Per set)	
Ex. wide, 2 1/2 in./up	3.60 @ 3.85
Spec. wide, 2 1/4-2 1/2 in.	2.45 @ 2.60
Spec. med. 1 1/2-2 1/4 in.	1.85 @ 2.00
Narrow, 1 1/2 in./dn.	1.15 @ 1.30
Beef bung caps: (Each)	
Clear, 5 in./up	30 @ 34
Clear, 4 1/4-5 inch	22 @ 27
Clear, 4-4 1/4 inch	15 @ 17
Clear, 3 1/4-4 inch	12 @ 15
Beef bladders, salted: (Each)	
7 1/2 inch/up, inflated	21
6 1/4-7 1/2 inch, inflated	12
5 1/4-6 1/2 inch, inflated	14
Pork casings: (Per hank)	
29 mm./down	4.30 @ 4.55
29/32 mm.	4.85 @ 5.00
32/33 mm.	3.25 @ 3.35
35/38 mm.	2.50 @ 2.75
38/42 mm.	2.35 @ 2.45
Hog bungs: (Each)	
Sow, 34 inch cut	62 @ 64
Export, 34 in. cut	53 @ 57
Large prime, 34 in.	42 @ 45
Med. prime, 34 in.	28 @ 33
Small prime	16 @ 22
Middles, cap off	65 @ 70
Hog skips	7 @ 10
Hog runners, green	20 @ 25

Sheep casings: (Per hank)	
25/28 mm.	5.35 @ 5.45
24/26 mm.	5.25 @ 5.35
22/24 mm.	4.00 @ 4.25
30/22 mm.	3.65 @ 3.75
18/20 mm.	2.70 @ 2.80
16/18 mm.	1.35 @ 1.50

CURING MATERIALS

Nitrite of soda, in 400-lb. Cwt.	
bbis., del. or f.o.b. Chgo	\$11.98
Pure refined gran.	
nitrate of soda	5.85
Pure refined powdered nitrate of soda	8.65
Salt, paper sacked, f.o.b.	
Chgo. gran. carlots, ton.	30.50
Rock salt in 100-lb. bags, f.o.b. whse., Chgo.	28.50
Sugar:	
Raw, 96 basis, f.o.b. N.Y.	6.55
Refined standard cane gran., del'd. Chgo.	9.40
Packers curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 3%	8.85
Dextrose, regular:	
Cerelose, (carlots, cwt.)	7.61
Ex-warehouse, Chicago	7.76

SEEDS AND HERBS

(cl, lb.)	
Whole Ground	
Caraway seed	23
Cominos seed	51
Mustard seed	
fancy	23
yellow Amer.	17
Coriander	40
Marjoram, French	54
Sage, Dalmatian,	
No. 1	56

FRESH MEATS... Chicago and outside

CHICAGO Sept. 29, 1959

CARCASS BEEF

Steers, gen. range: (carlots, lb.)	
Prime, 700/800	none qtd.
Choice, 500/600	42½ @ 43
Choice, 600/700	42½ @ 43
Choice, 700/800	42
Good, 500/600	41½
Good, 600/700	41
Bull	36
Commercial cow	30 @ 30½
Canner-cutter cow	30

PRIMAL BEEF CUTS

Prime:	(Lb.)	
Rounds, all wts.	55	
Tr. loins, 50/70 (del)	96	@ 1.05
Sq. chux, 70/90	39½	@ 40
Arm chux, 80/110	38	@ 38½
Ribs, 25/35 (del)	60	@ 64
Briskets (del)	31½	@ 32
Navels, No. 1	14	@ 14½
Flanks, rough No. 1	17	
Choice:		
Hindqtrs. 5/800	54	@ 55
Foreqtrs. 5/800	53	@ 53½
Rounds, 70/90 lbs.	53	@ 53½
Tr. loins, 50/70	77	@ 82
Sq. chux, 70/90	39½	@ 40
Arm chux, 80/110	38	@ 38½
Ribs, 25/30 (del)	56	@ 59
Ribs, 30/35 (del)	54	@ 56
Briskets (del)	31½	@ 32
Navels, No. 1	14	@ 14½
Flanks, rough No. 1	17	
Good, (all wts.):		
Rounds	52	@ 53
Sq. chucks	38	@ 40
Briskets	30	@ 32
Ribs	52	@ 54
Loins	70	@ 73

COW, BULL TENDERLOINS

C&C grade, fresh	Job lots
Cow, 3 lbs./down	1.00 @ 1.05
Cow, 3/5 lbs.	1.15 @ 1.20
Cow, 4/5 lbs.	1.30 @ 1.35
Cow, 5 lbs./up	1.35 @ 1.40
Bull, 5 lbs./up	1.35 @ 1.40

CARCASS LAMB

(del prices, cwt.)	
Prime, 30/45	43.00 @ 44.00
Prime, 45/55	43.00 @ 44.00
Prime, 55/65	43.00 @ 44.00
Choice, 30/45	43.00 @ 44.00
Choice, 45/55	43.00 @ 44.00
Choice, 55/65	43.00 @ 44.00
Good, all wts.	37.00 @ 40.00

BEEF PRODUCTS

(frozen, carlots, lb.)	
Tongues, No. 1, 100's	31
Tongues, No. 2, 100's	26½
Hearts, regular 100's	17
Livers, regular, 35/50's	24½n
Livers, selected, 35/50's	30¼a
Tripe, cooked, 100's	8b
Tripe, scalded, 100's	7½
Lips, unsalted, 100's	8
Lips, scalded, 100's	9½n
Melts	6¼
Lungs 100's	7½
Udders, 100's	5½n

FANCY MEATS

Beef tongues: (del. lb.)	
corned, No. 1	38
corned, No. 2	35½
Veal breads, 6/12 oz.	1.10
12 oz./up	1.28
Calf tongues, 1-lb./dn.	32

BEEF SAUS. MATERIALS FRESH

Canner-cutter cow meat. (Lb.)	
barrels	45
Bull meat, boneless, barrels	49½
Beef trimmings	
75/85%, barrels	35
85/90%, barrels	41
Boneless chucks, barrels	45½
Beef cheek meat, trimmed, barrels	33
Beef head meat, bbis.	28
Veal trimmings, boneless, barrels	41½ @ 42

VEAL SKIN-OFF

(del carcass price cwt.)	
Prime, 90/120	55.00 @ 56.00
Prime, 120/150	54.00 @ 56.00
Choice, 90/120	50.00 @ 52.00
Choice, 120/150	49.00 @ 52.00
Good, 90/150	46.00 @ 48.00
Com'l, 90/190	39.00 @ 41.00
Utility, 90/190	35.00 @ 38.00
Cull, 60/125	33.00 @ 35.00

BEEF HAM SETS

Insides, 12/up, lb.	58n
Outsides, 8/up, lb.	56n
Knuckles 7½ up, lb.	58n
n-nominal, b-bid, a-asked.	

NEW YORK Sept. 29, 1959

CARCASS BEEF AND CUTS

Steers: (non-locally dr., lb.)	
Prime, carc. 6/700	none qtd.
Prime, carc. 7/800	.50 @ 53
Choice, carc. 6/700	.45½ @ 47½
Choice, carc. 7/800	.45 @ 47
Good, carc. 5/600	.43½ @ 45½
Good, carc. 6/700	.43½ @ 45½
Hinds, pr. 6/700	.61 @ 67
Hinds, ch. 6/700	.56 @ 59
Hinds, ch. 7/800	.54 @ 57
Hinds, gd. 6/700	.55 @ 56
Hinds, gd. 7/800	.53 @ 55

Prime steer: (locally dressed, lb.)	
Hindqtrs. 600/700	.61 @ 67
Hindqtrs. 700/800	.62 @ 66
Hindqtrs. 800/900	.59 @ 65
Rounds, flank off, cut across	.53 @ 58
Rounds, diamond bone, flank off	.53½ @ 59
Short loins, untrim.	.82 @ 1.08
Planks	.16 @ 20
Ribs (7 bone cut)	.58 @ 66
Arm chucks	.38 @ 43
Briskets	.32 @ 41
Plates	.15 @ 20

Choice steer:	
Hindqtrs. 600/700	.56 @ 60
Hindqtrs. 700/800	.55 @ 59
Hindqtrs. 800/900	.53 @ 56
Rounds, flank off, cut across	.52½ @ 58
Rounds, diamond bone, flank off	.53 @ 59
Short loins, untrim.	.68 @ 80
Short loins, trim	.88 @ 1.05
Flanks	.16 @ 20
Ribs (7 bone cut)	.52 @ 60
Arm chucks	.32 @ 43
Briskets	.32 @ 41
Plates	.14½ @ 19

PHILA. FRESH MEATS

STEER CARCASS: (Local, lb.)	
Choice, 5/700	.45½ @ 48
Choice, 7/800	.45 @ 47½
Good, 5/800	.42½ @ 48½
Hinds, ch., 140/170	.53½ @ 57
Hinds, gd., 140/170	.50 @ 56
Rounds, choice	.54 @ 56
Rounds, good	.52 @ 55
Full loin, choice	.56 @ 58
Full loin, good	.53 @ 55
Ribs, choice	.58 @ 62
Ribs, good	.55 @ 58
Armchucks, ch.	.39 @ 41
Armchucks, gd.	.38 @ 40

STEER CARCASS: (non-local, lb.)	
Choice, 5/700	.45½ @ 47½
Choice, 7/800	.45½ @ 47
Good, 5/800	.44 @ 46
Hinds, ch., 140/170	.55 @ 57
Hinds, gd., 140/170	.53 @ 55
Rounds, choice	.54 @ 56
Rounds, good	.53 @ 55
Full loin, choice	.56 @ 58
Full loin, good	.53 @ 55
Ribs, choice	.57 @ 62
Ribs, good	.54 @ 57
Armchucks, ch.	.38 @ 41
Armchucks, gd.	.38 @ 40

VEAL CARC. LB.: Local	
Prime, 90/150	.55 @ 58
Choice, 90/150	.54 @ 57
Good, 50/90	.49 @ 53
Good, 90/120	.50 @ 54
VEAL CARC. LB.: Local	
Prime, 30/45	.46 @ 49
Prime, 45/55	.46 @ 49
Choice, 30/45	.46 @ 49
Choice, 45/55	.46 @ 49
Good, 30/45	.43 @ 47
Good, 45/55	.43 @ 47

CHGO. PORK SAUSAGE MATERIAL—FRESH

Pork trimmings: (Job lots)	
40% lean, barrels	11
50% lean, barrels	12
80% lean, barrels	33
95% lean, barrels	40
Pork, head meat	27
Pork cheek meat, barrels	32

FANCY MEATS

(del prices)	
Veal breads, 6/12 oz.	1.18
12 oz./up	1.32
Beef livers, selected	37
Beef kidneys	21
Oxtails, ¼-lb., frozen	17

CARCASS LAMB

(Local cwt.)	
Prime 45/dn.	\$48.00 @ 51.00
Prime 45/55	48.00 @ 50.00
Prime 55/65	48.00 @ 49.00
Choice 45/dn.	47.00 @ 51.00
Choice 45/55	45.00 @ 49.00
Choice 55/65	46.00 @ 48.00
Good 45/dn.	47.00 @ 49.00
Good 45/55	44.00 @ 47.00
Good 55/65	43.00 @ 46.00
(Non-local)	
Prime 45/dn.	47.00 @ 50.00
Prime 45/55	47.00 @ 50.00
Prime 55/65	48.00 @ 49.00
Choice 45/dn.	46.00 @ 49.00
Choice 45/55	44.50 @ 48.00
Choice 55/65	45.00 @ 48.00
Good 45/dn.	45.00 @ 47.00
Good 45/55	44.00 @ 46.00
Good 55/65	43.00 @ 44.00

VEAL—SKIN OFF

(Carcass prices) (non-local)	
Prime 90/120	60.00 @ 67.00
Prime 120/150	60.00 @ 67.00
Choice 9/120	51.00 @ 57.00
Choice 120/150	52.00 @ 57.00
Good 90/down	48.00 @ 53.00
Good 90/150	48.00 @ 53.00
Good 90/150	48.00 @ 53.00
Stand. 90/down	46.00 @ 50.00
Stand. 90/150	46.00 @ 48.00
Calf, 200/dn. ch.	49.00 @ 53.00
Calf, 200/dn. gd.	45.00 @ 49.00
Calf, 200/dn. std.	43.00 @ 46.00

Phila., N. Y. Fresh Pork

PHILADELPHIA: (del. lb.)	
Reg., loins, 8/12	.45 @ 50
Reg., loins, 12/16	.44 @ 48
Boston Butts, 4/8	.33 @ 35
Spareribs, 3/down	.43 @ 46
Spareribs, 3/5	.34 @ 37
Skinned hams, 10/12	.37 @ 39
Skinned hams, 12/14	.36½ @ 39
Picnics, S.S. 4/6	.25 @ 27
Picnics, S.S. 6/8	.24 @ 26
Bellies, 8/10	.18 @ 20
Hog sides, 140/170	.22 @ 23½
NEW YORK: (Box lots, lb.)	
Loins, 8/12 lbs.	.47 @ 54
Loins, 12/16 lbs.	.46 @ 51
Hams, sknd., 12/16	.38 @ 45
Boston butts, 4/8	.35 @ 41
Regular picnics, 4/8	.27 @ 32
Spareribs, 3/down	.44 @ 52

CHGO. FRESH PORK AND PORK PRODUCTS

Sept. 29, 1959	
Hams, skinned 10/12	36
Hams, skinned, 12/14	35
Hams, skinned, 14/16	34
Picnics, 4/6 lbs.	23
Picnics, 6/8 lbs.	22
Pork loins, boneless	55
Shoulders, 16/dn., loose	29
(Job lots, lb.)	
Pork livers	10 @ 10½
Tenderloins, fresh, 10's	70
Neck bones, bbis.	9 @ 10
Ears, 30's	9 @ 10
Feet, a.c., bbis.	7

OMAHA, DENVER MEATS

(Carcass carlots, cwt.)	
Omaha, Sept. 30, 1959	
Choice steer, 6/700	\$41.75 @ 42.35
Choice steer, 7/800	41.75 @ 42.35
Choice steer, 8/900	40.75
Good steer, 6/800	40.00 @ 40.50
Choice heifer, 5/700	39.00
Good heifer, 5/700	39.00
Denver, Sept. 30, 1959	
Good steer, 5/700	41.50
Good steer, 7/800	40.00
Choice heifer, 5/700	40.00 @ 41.00
Utility cow	36.00

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass):	Sept. 29	Sept. 29	Sept. 29
STEER:			
Choice, 5-600 lbs.	\$44.50 @ 47.00	\$46.00 @ 47.00	\$47.00 @ 48.00
Choice, 6-700 lbs.	43.00 @ 46.00	44.00 @ 46.00	46.00 @ 48.00
Good, 5-600 lbs.	42.50 @ 45.00	44.00 @ 45.00	45.00 @ 46.50
Good, 6-700 lbs.	41.00 @ 44.00	42.00 @ 44.00	44.00 @ 46.00
Stand., 3-600 lbs.	40.00 @ 43.00	42.00 @ 43.00	41.00 @ 43.00
COW:			
Commercial, all wts.	34.00 @ 36.00	35.00 @ 38.00	36.00 @ 38.00
Utility, all wts.	33.00 @ 35.00	33.00 @ 35.00	34.00 @ 36.50
Canner-cutter	30.00 @ 33.00	31.00 @ 33.00	30.00 @ 34.50
Bull, util. & com'l.	41.00 @ 43.00	38.00 @ 40.00	42.00 @ 44.00
FRESH CALF:	(Skin-off)	(Skin-off)	(Skin-off)
Choice, 200 lbs./down	54.00 @ 57.00	None quoted	46.00 @ 50.00
Good, 200 lbs./down	53.00 @ 55.00	50.00 @ 52.00	44.00 @ 48.00
LAMB (Carcass):			
Prime, 45-55 lbs.	44.00 @ 46.00	None quoted	41.00 @ 42.00
Prime, 55-65 lbs.	42.00 @ 44.00	None quoted	None quoted
Choice, 45-55 lbs.	44.00 @ 46.00	41.00 @ 43.00	41.00 @ 42.00
Choice, 55-65 lbs.	42.00 @ 44.00	41.00 @ 42.00	None quoted
Good, all wts.	40.00 @ 44.00	38.00 @ 42.00	38.00 @ 41.00
FRESH PORK (Carcass): (Packer style)	(Shipper style)	(Shipper style)	(Shipper style)
120-180 lbs., U.S. No. 1-3	None quoted	None quoted	23.50 @ 25.00
LOINS:			
8-10 lbs.	46.00 @ 49.00	49.00 @ 52.00	47.00 @ 51.00
10-12 lbs.	46.00 @ 49.00	52.00 @ 54.00	47.00 @ 51.00
12-16 lbs.	46.00 @ 49.00	46.00 @ 52.00	47.00 @ 51.00
PICNICS: (Smoked)	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	31.00 @ 33.00	32.00 @ 36.00	30.00 @ 35.00
HAMS:			
12-16 lbs.	40.00 @ 50.00	46.00 @ 50.00	46.00 @ 49.00
16-18 lbs.	40.00 @ 50.00	43.00 @ 46.00	45.00 @ 49.00

PORK AND LARD... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, Sept. 30, 1959)

SKINNED HAMS				BELLIES			
F.F.A. or fresh	Frozen			F.F.A. or fresh	Frozen		
33 1/2	10/12	35 1/2		18n	6/8	18n	
34	12/14	34		18	8/10	18	
33	14/16	33		17@17 1/2	10/12	17@17 1/2	
32	16/18	32		17@17 1/2	12/14	17@17 1/2	
32	18/20	32		16 1/2@17	14/16	16 1/2@17	
32	20/22	32		16 1/2@17	16/18	16 1/2@17	
32	22/24	32		16 1/2@17	18/20	16 1/2@17	
32	24/26	32		D.S. BRANDED BELLIES (CURED)			
30	25/30	30			20/25	18 1/2n	
28 1/2	25/up, 2s in	28 1/2			25/30	16 1/2n	
PICNICS				FAT BACKS			
F.F.A. or fresh	Frozen			Frozen or fresh	Cured		
22	4/6	22		7n	6/8	8n	
21	6/8	21		7 1/2n	8/10	8 1/2n	
22 1/2n	8/10	21n		8 1/2n	10/12	9 1/2n	
22 1/2n	10/12	21n		9n	12/14	10 1/2n	
21 1/2@22 1/2n	12/14	21n		9 1/2n	14/16	10 1/2n	
21 1/2@22 1/2n	8/up, 2s in	21n		9 1/2n	16/18	10 1/2n	
				9 1/2n	18/20	10 1/2n	
				9 1/2n	20/25	10 1/2n	
FRESH PORK CUTS				OTHER CELLAR CUTS			
Job Lot	Car Lot			Frozen or fresh	Cured		
39@40	Loins, 12/dn	39@39 1/2		7 1/2	Sq. Jowls, boxed	n.q.	
39	Loins, 12/16	41 1/2@42n		5a	Jowl Butts, loose	7a	
39	Loins, 16/20	36 1/2		6n	Jowl Butts, boxed	n.q.	
31	Loins, 20/up	30 1/2					
30@31	Butts, 4/8	28					
30	Butts, 8/12	28 1/2					
30	Butts, 8/up	28 1/2					
30@29	Ribs, 3/dn	37 1/2n					
31	Ribs, 3/5	30 1/2					
23	Ribs 5/up	18					

LARD FUTURES PRICES

(Drum contract basis)

FRIDAY, SEPT. 25, 1959

Oct.	Nov.	Dec.	Jan.	Mar.
8.00	8.05	7.97	8.00b	
8.07	8.07	8.05	8.05	
8.55	8.55	8.47	8.47	
8.55	8.55	8.50	8.50	
8.65	8.70	8.62	8.62	

Sales: 1,160,000 lbs.

Open interest at close, Thurs., Sept. 24: Oct., 155; Nov., 266; Dec., 171; Jan., 44; and Mar., 27 lots.

MONDAY, SEPT. 28, 1959

Oct.	Nov.	Dec.	Jan.	Mar.
7.90	7.90	7.72	7.72b	
7.95	7.95	7.85	7.85	
8.40	8.42	8.40	8.42	
8.40	8.40	8.40	8.40a	
8.52	8.52	8.47	8.47	

Sales: 1,440,000 lbs.

Open interest at close, Fri., Sept. 25: Oct., 150; Nov., 266; Dec., 173; Jan., 51; and Mar., 29 lots.

TUESDAY, SEPT. 29, 1959

Oct.	Nov.	Dec.	Jan.	Mar.
7.75	7.77	7.70	7.70a	
7.82	7.87	7.70	7.75	
8.45	8.47	8.32	8.32	
8.42	8.42	8.35	8.35	
8.50	8.50	8.45	8.45	

Sales: 2,100,000 lbs.

Open interest at close, Mon., Sept. 28: Oct., 148; Nov., 268; Dec., 195; Jan., 52; and Mar., 34 lots.

WEDNESDAY, SEPT. 30, 1959

Oct.	Nov.	Dec.	Jan.	Mar.
7.65	7.80	7.62	7.80	
7.70	7.85	7.67	7.85	
8.30	8.45	8.30	8.45	
8.45	8.47	8.45	8.47b	
8.45	8.55	8.45	8.55b	

Sales: 2,600,000 lbs.

Open interest at close, Tues., Sept. 29: Oct., 139; Nov., 263; Dec., 168; Jan., 56; and Mar., 36 lots.

THURSDAY, OCT. 1, 1959

Oct.	Nov.	Dec.	Jan.	Mar.
7.80	7.85	7.80	7.85b	
7.85	7.90	7.82	7.90a	
8.42	8.50	8.42	8.42	
8.47	8.50	8.45	8.45	
8.60	8.62	8.60	8.62	

Sales: 2,000,000 lbs.

Open interest at close, Wed., Sept. 30: Oct., 131; Nov., 261; Dec., 177; Jan., 56; and Mar., 37 lots.

LARD FUTURES PRICES

(Loose contract basis)

FRIDAY, SEPT. 25, 1959

Oct.	Nov.	Dec.	Jan.	Mar.
7.10	7.10	7.10	7.05b	.15a
7.25	7.25	7.25	7.20b	.30a

Sales: 300,000 lbs.

Open interest at close, Thurs., Sept. 24: Oct., 41; Dec., 84; and Jan. and Mar., no lots.

MONDAY, SEPT. 28, 1959

Oct.	Nov.	Dec.	Jan.	Mar.
			7.05b	.15a
			7.20b	.25a

Sales: none.

Open interest at close, Fri., Sept. 25: Oct., 41; Dec., 82; and Jan. and Mar., no lots.

TUESDAY, SEPT. 29, 1959

Oct.	Nov.	Dec.	Jan.	Mar.
7.05	7.05	7.05	6.05b	.12a
			7.15b	.20a

Sales: 120,000 lbs.

Open interest at close, Mon., Sept. 28: Oct., 41; Dec., 82; and Jan. and Mar., no lots.

WEDNESDAY, SEPT. 29, 1959

Oct.	Nov.	Dec.	Jan.	Mar.
7.05	7.05	7.05	7.05b	.20a
7.13	7.15b	7.12a	7.15b	.30a

Sales: 240,000 lbs.

Open interest at close, Tues., Sept. 29: Oct., 41; Dec., 82; and Jan. and Mar., no lots.

THURSDAY, OCT. 1, 1959

Oct.	Nov.	Dec.	Jan.	Mar.
			7.05b	.10a
			7.15b	.20a

Sales: none.

Open interest at close, Wed., Sept. 30: Oct., 41; Dec., 83; and Jan. and Mar., no lots.

MARGINS CHANGE UNEVENLY THIS WEEK

(Chicago costs, credits and realizations for Monday and Tuesday)

Shifts in pork prices in their relationship to live hog costs, presented an erratic pattern in cut-out margins. Margins on light hogs plunged downward to their broadest minus positions in weeks, while those on mediumweights worked upward and those of heavies fell back slightly.

	-100-220 lbs.—		-230-240 lbs.—		-240-270 lbs.—	
	Value		Value		Value	
	per cwt. alive	per cwt. fin. yield	per cwt. alive	per cwt. fin. yield	per cwt. alive	per cwt. fin. yield
Lean cuts	\$10.90	\$15.79	\$10.51	\$14.87	\$9.84	\$13.85
Fat cuts, lard	3.32	4.79	3.46	4.92	3.46	4.85
Ribs, trimm., etc.	1.61	2.33	1.45	2.07	1.25	1.77
Cost of hogs	13.56		13.66		13.73	
Condemnation loss	.07		.07		.07	
Handling and overhead	2.35		2.15		1.85	
TOTAL COST	16.98	24.60	15.88	22.52	15.65	22.04
TOTAL VALUE	15.83	22.91	15.42	21.86	14.53	20.47
Cutting margin	1.15	1.69	.46	.66	1.10	1.57
Margin last week	.25	.34	.74	1.06	1.02	1.45

PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles	San Francisco	No. Portland
	Sept. 29	Sept. 29	Sept. 29
LARD, Refined:			
1-lb. cartons	13.00@15.00	14.00@15.00	13.00@15.00
50-lb. cartons & cans	12.00@13.50	12.00@14.00	None quoted
Tierces	11.00@13.00	11.50@13.50	10.00@13.00

PACKERS' WHOLESALE

LARD PRICES

Refined lard, drums, f.o.b. Chicago	\$11.37 1/2
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	11.87 1/2
Kettle rendered, 50-lb. tins, f.o.b. Chicago	12.87 1/2
Leaf, kettle rendered, drums, f.o.b. Chicago	12.37 1/2
Lard flakes	13.37 1/2
Neutral drums, f.o.b. Chicago	13.37 1/2
Standard shortenings, N. & S. (del.)	18.25
Hydrogenated shortening, North & South, drums	18.50

WEEK'S LARD PRICES

	P.S. or D.R. cash tierces (Bd. Trade)	Dry rend. loose tins (Mkt.)	Ref. in 50-lb. tins (Open)
Sept. 23	8.00n	7.75	10.50n
Sept. 28	7.80n	7.62 1/2	10.25n
Sept. 29	7.75n	7.50	10.00n
Sept. 30	7.80n	7.50	10.00n
Oct. 1	7.85n	7.62 1/2n	10.00n

n-nominal, a-asked, b-bid

HOG-CORN RATIOS COMPARED

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Sept. 26, 1959 was 12.2, the U. S. Department of Agriculture has reported. This ratio compared with the 11.7 ratio for the preceding week and 16.9 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.133, \$1.181 and \$1.237 per bu. during the three periods, respectively.

VEGETABLE OILS

Wednesday, Sept. 30, 1959

Crude cottonseed oil, f.o.b. Valley	9 1/2
Southeast	9 1/2a
Texas	9 1/2@9 1/2n
Corn oil in tanks, f.o.b. mills	11 1/2
Soybean oil, f.o.b. Decatur	8 1/2a
Coconut oil, f.o.b. Pacific Coast	18n
Peanut oil, f.o.b. mills	11 1/2n
Cottonseed foots:	
Midwest, West Coast	1 1/2@1 1/2a
East	1 1/2@1 1/2a
Soybean foods, midwest	1 1/2@2 1/2

OLEOMARGARINE

Wednesday, Sept. 30, 1959

White domestic vegetable, 30-lb. cartons	24
Yellow quarters, 30-lb. cartons	26
Milk churned pastry, 750-lb. lots, 30's	23 1/2
Water churned pastry, 750-lb. lots, 30's	22 1/2
Bakers', steel drums, ton lots	17 1/2

OLEO OILS

Wednesday, Sept. 30, 1959

Prime oleo stearine, bags or slack barrels	9 1/2
Extra oleo oil (drums) 14 1/2@15 1/2	
Prime oleo oil (drums) 14 1/2@15 1/2	
n-nominal, a-asked, b-bid	

N. Y. COTTONSEED OIL CLOSINGS

Closing cottonseed oil futures in New York were as follows:

Sept. 25—Oct., 11.83; Dec., 11.79; Mar., 11.78b-79a; May, 11.78b-80a; July, 11.78b-80a; Sept., 11.60b-72a; and Oct., 11.50b-55a.
Sept. 28—Oct., 11.93b-94a; Dec., 11.93; Mar., 11.93; May, 11.92b-94a; July, 11.92b-93a; Sept., 11.78b-83a; and Oct., 11.61b-68a.
Sept. 29—Oct., 11.92b-93a; Dec., 11.92; Mar., 11.93; May, 11.90b-94a; July, 11.90b-94a; Sept., 11.76b-85a; and Oct., 11.65b-70a.
Sept. 30—Oct., 12.10; Dec., 11.97; Mar., 11.98; May, 11.96b-12.00a; July, 11.99b-12.00a; Sept., 11.85b-90a; and Oct., 11.68b-75a.
Oct. 1—Oct., 12.03b-05a; Dec., 11.92b-95a; Mar., 11.95-93; May, 11.94; July, 11.93b-95a; Sept., 11.80b-85a; and Oct., 11.63b-67a.

BY-PRODUCTS... FATS AND HIDES

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, Sept. 30, 1959

BLOOD

Unground, per unit of ammonia, bulk 5.25@5.50n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose
Low test 5.50@5.75n
Med. Test 5.25@5.50n
High Test 5.00@5.25n

PACKINGHOUSE FEEDS

Carlota, ton
50% meat, bone scraps, bagged \$77.50@ 85.00
50% meat, bone scraps, bulk 75.00@ 77.50
60% digester tankage, bagged 77.50@ 85.00
60% digester tankage, bulk 77.50
80% blood meal, bagged 95.00@120.00
Steam bone meal, 50-lb. bags (specially prepared) 97.50
60% steam bone meal, bagged 80.00

FERTILIZER MATERIALS

Feather tankage, ground, per unit of ammonia \$5.00
Hoof meal, per unit of ammonia 17.00

DRY RENDERED TANKAGE

Low test, per unit prot. 1.30@ 1.35n
Medium test, per unit. prot. 1.25@ 1.30n
High test, per unit prot. 1.20@ 1.25n

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton 17.00
Cattle jaws, feet (non-gel), ton 2.50@ 5.00
Trim bone, ton 5.00@10.00
Pigskins (gelatine), lb. 5 1/2@ 5 3/4
Pigskins (rendering) piece 15@ 25

ANIMAL HAIR

Winter coll, dried, c.a.f. midwest, ton 60.00
Winter coll, dried, midwest, ton 55.00
Cattle switches, piece 2@3
Winter processed (Nov.-Mar.) gray, lb. 12
Summer processed (April-Oct.) gray, lb. 8 1/2
*Del. midwest, tdel. east, n-nom., a-aked.

TALLOWES AND GREASES

Wednesday Sept. 30, 1959

In moderate trading late last week, bleachable fancy tallow sold at 6 1/2@c, c.a.f. Chicago, with the outside price on high titre stock. Choice white grease, all hog, sold at 6 1/4c, and yellow grease at 5c, also c.a.f. Chicago. Edible tallow sold at 7 3/4c, c.a.f. Chicago, and for immediate shipment. More of the same material sold at 7 1/2c, for slightly deferred shipment. Special tallow and B-white grease sold at 5 3/8c, c.a.f. Chicago. Choice white grease, all hog, was bid at 6 1/2c, c.a.f. New York, with more of the same material offered at 6 3/8c. Last sales were reported were at 6 1/4c.

Relatively light trading was registered in the inedible tallow market at the start of the new week. Special tallow changed hands at 5 3/8c, and yellow grease at 5c, c.a.f. New York, with price depending on quality of stock. Original fancy tallow was available at 7 1/4c, New York destination.

Bleachable fancy tallow sold at

6 3/8c, and prime tallow at 5 3/4c, c.a.f. Chicago. Choice white grease all hog was available at 6 1/4c, c.a.f. Chicago, and more of the same materials was offered at 7 1/4c, f.o.b. River points. Buyers and sellers were fractionally apart as to their price ideas on the lower and average grades of inedible tallowes and greases.

The market on inedible tallow and grease was inclined to some easiness at midweek. Bleachable fancy tallow sold at 6 1/4c, choice white grease, all hog, at 6 1/2c, and yellow grease at 4 7/8@5c, all c.a.f. Chicago. Special tallow was bid at 5 1/4c, c.a.f. Chicago, with the asking price 1/8c higher. Special tallow was also bid at 5 1/2c, c.a.f. New York.

Yellow grease encountered buying interest at 5 1/2@5 5/8c, New York destination, and price depended on quality of stock. Choice white grease, all hog was bid at 6 1/2c c.a.f. East with the offering price at 6 3/4c. No significant price changes were reported on edible tallow. Bleachable fancy tallow encountered inquiry at 6 1/2@ 6 3/8c, c.a.f. New York.

TALLOWES: Wednesday's quotations: edible tallow, 7 1/4c, f.o.b. River



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starting on page 43

The Purchasing Guide for the Meat Industry

A NATIONAL PROVISIONER PUBLICATION

and 7½c, Chicago basis; original fancy tallow, 6½c; bleachable fancy tallow, 6¼c; prime tallow, 5¾c; special tallow, 5½c; No. 1 tallow, 4¾c; and No. 2 tallow, 4¼c.

GREASES: Wednesday's quotations: choice white grease, all hog, 6½c; B-white grease, 5¾c; yellow grease, 4¾c; and house grease, 4½c. Choice white grease, all hog, was quoted at a price of 6¼c, c.a.f. eastern price zone.

EASTERN BY-PRODUCTS

New York, Sept. 30, 1959
Dried blood was quoted today at \$4.25@4.50 per unit of ammonia. Low test wet rendered tankage was listed at \$4.75 asked per unit of ammonia and dry rendered tankage was priced at \$1.10@1.15 per protein unit.

World Peanut Production And Trade Continue To Increase

World production of peanuts has set records for six successive years, and, given favorable weather, promises to set another record in 1959. Last year's large crop, estimated at 15,600,000 short tons (on unshelled basis)—5 per cent above 1957 production, was primarily due to production increases in four of the major producers—India, the United States, Brazil and Communist China.

These increases came from both expansion in acreage and higher yields, and were extremely high in the U.S. (30 per cent) and Brazil (55 per cent).

World exports of peanuts and peanut oil in 1958—over 3,000,000 short tons (unshelled basis)—were also up significantly over such movement in 1957. The increase was almost 10 per cent.

Consent Decree Testimony

[Continued from page 11]

food industry so the packers have no distributive advantage, that the provisions have resulted in "inequitable hardship" and that the decree restricts instead of fostering competition and, thus, is not in the public interest.

Attorneys for all three firms said their basic argument will show lack of need for the decree but that they also will show hardship. Cudahy is making its argument partly on the ground that its size has shrunk since relief was denied in 1932.

First witness called to the stand to describe changes in the food industry was H. E. Wilson, vice president of sales and advertising for Swift and a 39-yr. company veteran.

CHICAGO HIDES

Wednesday Sept. 30, 1959

PACKER HIDES: At the close of last week, the major packer hide market was quiet, following sharp declines earlier in the week. Volume last week was estimated at about 150,000 pieces sold.

Trading this week opened on a quiet note. Buyers' ideas were at steady levels on most selections, but some offerings were made at 1c over last sales.

A moderate trade took place on Tuesday, as an estimated 50,000 hides sold steady. Light native cows, however, sold ½c higher at 26c, from several points including Omaha, Sioux Falls, Cedar Rapids and Cleveland. Some others were reported booked "inside" from several points including Kansas City, Fort Worth and St. Louis. Heavy native steers, branded steers, heavy native cows and branded cows sold steady. Some Colorado hides were booked "inside," also.

The market was quiet at midweek. Buyers again were not eager, and only a few scattered offerings were available at steady prices, mostly mixed lots.

SMALL PACKER AND COUNTRY HIDES: Following the recent decline in major packer hides, the small packer market eased. Earlier, the market appeared more stable, but at midweek, it softened again, as offerings increased and buying interest lagged. Midwestern small packer 50/52-lb. averages were quoted at 21@22c nominal, as were 60/62's at 18@19c. Locker-butcher 50/52's moved at 20c, f.o.b. shipping points, with some also reported at 20c, delivered Chicago. Mixed locker-butcher-renderers were nominal at 19@19½c, f.o.b. shipping points, as were straight renderers at 19c. Good Northern horsehides were steady, with prices quoted nominal at 12.00@12.50.

CALFSKINS AND KIPSKINS: The calfskin market weakened considerably. Late last week, Northern heavy calf was offered down to 60c, with buyers' ideas somewhat less. On Monday, about 7,500 light and heavy Northern calf sold down to 70c and 57½c, respectively. Late last week, River kip sold down to 53c, and some Southwesterns moved at 51c. Movement of Southwestern kip was reported at 51c, and on overweights at 46c. River overweights were nominal at 50c. Small packer allweight calf was nominal at 50@55c, as was allweight kip at 44@45c. Country allweight calf was soft at 40c nomi-

nal, as was allweight kip at 30@31c. Major packer slunks last moved at 2.50.

SHEEPSKINS: Movement was slow on shearlings and offerings more abundant. River-Northern No. 1's were quoted at 2.00@2.50, and No. 2's at 1.00@1.25. No. 3's ranged from .60@.75, but buying interest lagged. Fall clips topped at 2.75 on Rivers, and some Southwesterns were reported at 3.50. Lamb pelts were quoted at 3.00 per cwt., liveweight basis. Southwesterns were pagged at 2.90 each, and Westerns at 2.75. Full wool dry pelts were last reported at .21 f.o.b. Chicago. Pickled skins were lower at 15.00 on lambs and at 17.00 on sheep.

CHICAGO HIDE QUOTATIONS

PACKER HIDES		Cor. date
Wednesday, Sept. 30, 1959		1958
Lgt. native steers	25½n	16 @ 16½n
Hvy. nat. steers	20½ @ 21n	12 @ 12½n
Ex. lgt. nat. steers	27½n	19 @ 19½n
Butt-brand. steers	18½n	10n
Colorado steers	17½n	9n
Hvy. Texas steers	18½n	9 @ 9½n
Light Texas steers	23½n	13½n
Ex. lgt. Texas steers	25½n	17n
Heavy native cows	23 @ 23½n	13 @ 13½n
Light nat. cows	26n	15 @ 18n
Branded cows	21 @ 21½n	12 @ 13n
Native bulls	16½ @ 17n	7½ @ 8½n
Branded bulls	15½ @ 16n	6½ @ 7½n
Calfskins:		
Northern, 10/15 lbs.	57½n	50b
10 lbs./down	70n	55b
Kips, Northern native, 15/25 lbs.	53n	40

SMALL PACKER HIDES		
STEERS AND COWS:		
60 lbs./up	18 @ 19n	10½ @ 11n
50 lbs.	21 @ 22n	12½n

SMALL PACKER SKINS		
Calfskins, all wts.	50 @ 55n	40 @ 45n
Kipskins, all wts.	44 @ 45n	29 @ 30n

SHEEPSKINS		
Packer shearlings:		
No. 1	\$ 2.00 @ 2.50	1.00 @ 2.00
No. 2	1.00 @ 1.25	.50 @ .60
Dry Pelts	.21n	.17 @ .18n
Horsehides, untrim.	12.25 @ 12.50	6.50 @ 6.75n
Horsehides, trim.	12.00 @ 12.25	6.00n

N. Y. HIDE FUTURES

	Open	High	Low	Close
Friday, Sept. 25, 1959				
Oct. ...	25.80b	26.75	26.18	26.60 @ 59
Jan. ...	23.05	23.40	23.05	23.15
Apr. ...	20.95b	21.25	20.98	21.00b-.15a
July ...	19.95b	...	...	20.00b-.50a
Oct. ...	19.00b	...	...	19.50b-.85a
Sales: 72 lots.				
Monday, Sept. 28, 1959				
Oct. ...	26.85	26.85	26.18	26.30 @ 18
Jan. ...	23.20 @ 19	23.34	23.10	23.20
Apr. ...	21.00b	21.24	21.10	21.10
July ...	20.05b	...	...	20.10b-.50a
Oct. ...	19.25b	...	...	19.00b-.60a
Sales: 51 lots.				
Tuesday, Sept. 29, 1959				
Oct. ...	26.25b	26.25	25.35	25.65
Jan. ...	23.05 @ 04	23.05	21.70	22.05 @ 34
Apr. ...	20.90b	20.97	20.41	20.30b-.50a
July ...	20.00b	20.00	20.00	19.70b-20.20a
Oct. ...	19.00b	19.00	19.00	19.00b-.20a
Sales: 157 lots.				
Wednesday, Sept. 30, 1959				
Oct. ...	25.60	25.60	25.10	25.40b-.50a
Jan. ...	23.25 @ 04	23.05	21.70	22.05 @ 10
Apr. ...	20.28 @ 28	20.29	19.75	22.05 @ 10
July ...	19.80b	19.80	19.40	19.40b-.60a
Oct. ...	19.00b	18.95	18.95	18.80b-19.00a
Sales: 147 lots.				
Thursday, Oct. 1, 1959				
Oct. ...	25.37b	25.37	25.37	25.37
Jan. ...	22.15	22.55	22.10	22.30 @ .35
Apr. ...	20.10b	20.60	20.27	20.27
July ...	19.40b	...	...	19.60b @ .90a
Oct. ...	18.75b	...	...	18.75b @ 19.25a
Sales: 101 lots.				

LIVESTOCK MARKETS ... Weekly Review

Growth Of Direct Trading In Livestock Is Result Of Several Factors, Colorado Sheepmen Told

There are many reasons for the increased amount of direct selling of livestock, Harold Abel, coordinator of the U. S. Department of Agriculture's western livestock marketing research committee, told a group of Colorado sheepmen recently.

"Transportation changes are one of the big causes. When railroads were the main method of hauling, it was easier to gather stock in the few large terminals. Recent developments in trucking and highways have facilitated the growth of other methods of marketing.

"No longer are farmers and ranchers tied to outlets located at important rail terminals, and packing plants have begun to move closer to the source of livestock as plants at the central markets have become outmoded.

"Producers also prefer direct marketing because they have more control over their product. Consigning to distant markets represents an irreversible commitment to sell at a specific market at a certain time.

"Once a decision is made to ship to a terminal, the alternative to hold for sale at a later date or to wait for a more favorable price is almost non-existent because of costs of holding or returning cattle," he went on to explain.

Direct selling and auctions have special appeal because they permit producers to observe and exercise control over selling while it takes place. This type of selling also has extra appeal to larger and highly specialized livestock producers who feel they are qualified to sell the livestock which they produce.

Abel told the wool growers that some terminals that once were on the outskirts of cities are now practically downtown. This makes access difficult for trucks and increases costs on such items as shrink.

"If you sell at home, however, you must assume all the responsibilities that formerly were delegated to a specialist on such subjects as shrink, market grades, quality of livestock and supply and demand," Abel hastened to warn.

Indianapolis Yards Back On Standard Time

The Indianapolis Stock Yards has returned to Central Standard Time, and all market operations will be conducted on that basis. David L. Chambers, jr., president of The Belt Rail Road and Stock Yards Company, said the decision by market agencies to return to standard time was made to best fit in with the wishes of the market's farmer patrons.

SLAUGHTER STEERS AND HEIFERS

Steers and heifers sold out of first hands for slaughter at seven markets in Aug. 1959-58, numbers, costs and percentages are shown below as follows:

Steers, August 1959-58									
Grade	Aug. 1959	Aug. 1958	Aug. 1959	Aug. 1958	Aug. 1959	Aug. 1958	Aug. 1959	Aug. 1958	
Prime	13,416	12,397	3.9	3.8	\$28.59	\$27.42			
Choice	187,594	176,118	54.5	54.1	27.34	25.74			
Good	126,583	114,189	36.7	35.1	26.04	24.18			
Standard	14,787	20,815	4.3	6.4	23.89	22.50			
Com'l	—	—	—	—	—	—			
Utility	2,022	2,019	.6	.6	22.00	20.86			
All grades	344,382	325,538	100.0	100.0	26.78	25.86			
Heifers, August 1959-58									
Prime	1,527	2,495	1.2	1.9	27.71	26.47			
Choice	72,645	65,957	56.2	51.0	26.43	24.93			
Good	47,712	53,084	36.9	41.1	25.17	23.70			
Standard	6,046	6,446	4.7	5.0	23.21	22.02			
Com'l	—	—	—	—	—	—			
Utility	1,340	1,314	1.0	1.0	20.49	19.73			
All grades	129,270	129,296	100.0	100.0	25.79	24.29			

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Sept. 29 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N.S. Yds.	Chicago	Kansas City	Omaha	St. Paul
HOGS:					
BARROWS & GILTS:					
U.S. No. 1:					
180-200	—	\$13.25-13.75	—	—	\$12.25-13.25
200-220	—	13.50-13.75	—	\$13.50-13.75	13.25-13.50
220-240	—	13.65-13.75	—	13.50-13.75	13.25-13.50
U.S. No. 2:					
180-200	—	13.25-13.75	—	—	—
200-220	—	13.50-13.75	—	—	13.00-13.25
220-240	—	13.50-13.75	—	—	13.00-13.25
240-270	—	13.50-13.75	—	—	—
U.S. No. 3:					
200-220	\$13.25-13.50	13.25-13.40	—	—	—
220-240	13.25-13.50	13.40-13.65	—	—	12.50-12.75
240-270	13.00-13.50	13.50-13.65	—	—	12.50-12.75
U.S. No. 1-2:					
180-200	13.25-13.75	13.25-13.85	—	13.00-13.50	12.25-13.25
200-220	13.60-13.85	13.50-13.85	\$13.50-13.60	13.25-13.75	13.25-13.50
220-240	13.60-13.75	13.50-13.75	13.50-13.60	13.25-13.75	13.00-13.50
U.S. No. 2-3:					
200-220	13.25-13.60	13.35-13.65	13.00-13.50	13.00-13.50	12.50-13.00
220-240	13.25-13.60	13.40-13.75	13.25-13.50	13.00-13.50	12.50-13.00
240-270	13.25-13.60	13.50-13.75	13.25-13.50	13.00-13.25	12.50-13.00
270-300	—	—	13.00-13.50	12.50-13.00	—
U.S. No. 1-2-3:					
180-200	13.00-13.75	13.00-13.65	12.75-13.25	12.00-13.00	12.00-13.00
200-220	13.25-13.75	13.40-13.65	13.25-13.60	13.00-13.50	12.50-13.00
220-240	13.25-13.75	13.50-13.75	13.25-13.60	13.00-13.50	12.50-13.00
240-270	13.25-13.75	—	13.25-13.60	13.00-13.50	—
SOWS:					
U.S. No. 1-2-3:					
180-270	12.25-12.50	—	—	12.50-12.75	—
270-330	12.25-12.50	12.25-12.75	12.50-13.00	12.00-12.75	11.75-12.00
330-400	10.75-12.25	11.00-12.25	11.50-12.50	11.25-12.25	10.50-11.75
400-550	10.00-11.25	10.00-11.25	10.50-11.50	10.75-11.75	9.50-11.00
SLAUGHTER CATTLE & CALVES:					
STEERS:					
Prime:					
900-1100	—	28.00-29.00	—	27.25-28.00	—
1100-1300	—	28.00-29.00	28.00	27.50-28.00	—
1300-1500	—	27.50-28.50	—	27.00-28.00	—
Choice:					
700-900	27.00-28.50	26.00-28.00	26.00-28.00	25.50-27.50	25.50-27.00
900-1100	27.00-28.50	26.00-28.00	25.75-28.00	25.50-27.50	25.75-27.00
1100-1300	26.75-28.25	25.75-28.00	25.50-27.75	25.50-27.50	25.75-27.00
1300-1500	26.50-28.00	25.75-27.50	25.25-27.50	25.25-27.50	25.50-26.50
Good:					
700-900	24.25-27.00	24.50-26.00	23.75-26.25	23.25-25.50	24.00-26.50
900-1100	24.00-27.00	24.25-26.75	23.50-26.25	23.25-25.50	24.25-26.50
1100-1300	24.00-27.00	24.00-25.75	23.50-26.00	23.25-25.50	24.25-26.50
Standard, all wts.					
Utility, all wts.	22.00-24.25	22.25-24.50	21.50-24.00	22.25-23.25	20.00-23.00
Utility, all wts.	18.00-22.50	21.25-22.25	20.00-21.50	20.50-22.25	18.00-20.00
HEIFERS:					
Prime:					
800-1000	—	—	—	26.50-27.25	—
Choice:					
600-800	26.50-27.75	25.50-26.25	25.00-27.25	24.50-26.50	25.00-26.00
800-1000	26.00-27.75	25.00-26.25	24.75-27.25	24.50-26.50	25.00-26.00
Good:					
500-700	24.00-26.50	23.50-25.00	23.25-25.00	22.50-24.50	22.50-25.00
700-900	23.50-26.50	23.00-25.00	23.00-25.00	22.50-24.50	22.50-25.00
Standard, all wts.					
Utility, all wts.	21.50-24.00	21.25-23.00	20.00-23.00	21.50-22.50	19.50-22.50
Utility, all wts.	17.50-22.00	18.00-21.25	18.00-20.50	20.00-21.50	18.00-19.50
COWS:					
Commercial, all wts.					
Utility, all wts.	17.00-18.50	16.50-18.00	17.00-18.00	17.00-18.00	15.00-16.50
Utility, all wts.	15.50-17.00	14.00-16.50	15.00-17.00	15.00-17.00	14.00-15.00
Canner & cutter, all wts.					
Utility, all wts.	11.00-16.00	11.50-15.50	12.50-15.00	13.00-15.25	12.00-14.00
BULLS (Yr. Excl.) All Weights:					
Commercial	20.00-21.50	20.00-21.50	19.50-20.50	20.00-22.00	19.50-21.00
Utility	19.00-20.50	18.50-20.50	19.00-20.50	19.50-21.50	20.00-22.75
Cutter	15.00-19.50	17.50-18.50	18.00-19.50	18.00-20.50	20.00-21.00
VEALERS, All Weights:					
Ch. & pr.	26.00-32.00	—	31.00	—	27.00-32.00
Stand. & gd.	19.00-27.00	25.00-33.00	22.00-30.00	—	20.00-27.00
CALVES (500 Lbs. Down):					
Choice	—	—	—	25.00-25.50	27.00
Stand. & gd.	17.00-25.00	—	—	20.00-25.00	18.00-24.00
SHEEP & LAMBS:					
LAMBS (110 lbs. Down):					
Choice	19.50-20.50	20.00-21.00	19.25-20.50	18.50-19.50	19.00
Good	17.00-19.50	18.00-20.00	18.50-19.25	17.00-18.75	18.00-19.00
LAMBS (105 Lbs. Down) (Shorn):					
Choice	—	—	—	18.25-19.00	—
Good	17.00-17.50	—	—	—	—
EWES (Shorn):					
Gd. & ch.	3.00-4.25	4.00-5.00	4.00-5.00	4.00-5.25	4.50-5.50
Cull & util.	2.00-3.50	3.50-4.50	3.00-4.00	3.00-4.50	3.00-4.50

CORN BELT DIRECT TRADING

Des Moines, Sept. 30—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the U. S. Department of Agriculture:

BARROWS & GILTS:

U.S. No. 1, 200-220	\$12.35@13.50
U.S. No. 1, 220-240	12.15@13.40
U.S. No. 2, 200-220	12.25@13.15
U.S. No. 2, 220-240	12.05@13.05
U.S. No. 3, 240-270	11.75@12.85
U.S. No. 3, 280-220	11.85@12.75
U.S. No. 3, 220-240	11.65@12.65
U.S. No. 3, 240-270	11.35@12.50
U.S. No. 2-3, 270-300	none qtd.
U.S. No. 1-3, 180-200	12.25@12.90
U.S. No. 1-3, 200-220	12.25@12.90
U.S. No. 1-3, 220-240	12.05@12.80
U.S. No. 1-3, 240-270	11.75@12.60

SOWS:

U.S. No. 1-3, 270-330	11.10@12.50
U.S. No. 1-3, 330-400	10.35@12.00
U.S. No. 1-3, 400-550	8.85@11.00

Corn Belt hog receipts, as reported by the USDA:

	This week est.	Last week actual	Last week actual
Sept. 24 ..	74,000	78,000	68,500
Sept. 25 ..	73,000	68,500	51,000
Sept. 26 ..	51,000	46,000	35,000
Sept. 27 ..	98,000	92,000	84,000
Sept. 28 ..	77,000	93,000	71,000
Sept. 29 ..	70,000	67,000	50,500

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph on Tuesday, Sept. 29 were as follows:

CATTLE:

	Cwt.
Steers, choice	25.50@27.50
Steers, good	23.50@25.50
Heifers, gd. & ch.	23.00@26.00
Cows, util. & com'l.	15.25@17.50
Cows, can. & cut.	13.00@15.50
Bulls, cut. & com'l.	17.50@20.50

VEALERS:

Good & choice	25.00@27.00
Calves, gd. & ch.	21.00@23.50

BARROWS & GILTS:

U.S. No. 1, 180/220	13.50@13.75
U.S. No. 3, 200/240	13.00@13.25
U.S. No. 1-2, 180/220	13.25@13.35
U.S. No. 1-2, 220/240	13.50@13.75
U.S. No. 2-3, 200/240	13.25@13.50
U.S. No. 2-3, 240/300	13.00@13.50
U.S. No. 1-3, 180/200	12.75@13.25
U.S. No. 1-3, 200/240	13.25@13.60
U.S. No. 1-3, 240/270	13.25@13.50

SOWS, U. S. No. 1-3:

180/270 lbs.	none qtd.
270/330 lbs.	12.25@12.75
330/400 lbs.	11.25@12.50
400/550 lbs.	10.25@11.75

LAMBS:

Good & choice	18.50@20.00
Utility & good	17.50@18.50

LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, Sept. 29 were as follows:

CATTLE:

	Cwt.
Steers, choice	\$27.00@27.50
Steers, good	24.50@26.00
Heifers, gd. & ch.	25.00@26.00
Cows, utility	16.00@17.50
Cows, can. & cut.	13.00@16.50
Bulls, utility	none qtd.

BARROWS & GILTS:

U.S. No. 1-2, 180/220	13.25@13.60
U.S. No. 1-3, 180/220	13.25@13.75
U.S. No. 1-3, 220/240	13.25@13.75

SOWS, U. S. No. 1-3:

300/325 lbs.	11.50@12.00
390/550 lbs.	9.00@10.75

LAMBS:

Choice	19.25@19.50
Good	19.00@19.25

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Tuesday, Sept. 29 were as follows:

CATTLE:

	Cwt.
Steers, ch. & pr.	\$26.00@28.00
Steers, gd. & ch.	24.25@26.25
Heifers, gd. & ch.	23.50@26.75
Cows, util. & com'l.	14.00@16.50
Cows, can. & cut.	12.50@15.50
Bulls, util. & com'l.	18.00@21.00

VEALERS:

Choice & prime ..	none qtd.
Good & choice	28.50@32.50
Stand. & good	25.00@28.00

BARROWS & GILTS:

U.S. No. 1, 200/220	13.90@14.10
U.S. No. 1, 220/240	13.90@14.10
U.S. No. 3, 200/220	13.25@13.50
U.S. No. 3, 220/240	13.25@13.40
U.S. No. 1-2, 180/200	13.50@13.90
U.S. No. 1-2, 200/220	13.85@14.00
U.S. No. 1-2, 220/240	13.85@14.00
U.S. No. 2-3, 200/220	13.50@13.65
U.S. No. 2-3, 220/240	13.50@13.65
U.S. No. 2-3, 240/270	13.25@13.50
U.S. No. 2-3, 270/300	13.00@13.25
U.S. No. 1-3, 180/200	13.25@13.75
U.S. No. 1-3, 200/220	13.65@13.85
U.S. No. 1-3, 220/240	13.65@13.85
U.S. No. 1-3, 240/270	13.25@13.65

SOWS, U. S. No. 1-3:

180/270 lbs.	none qtd.
270/330 lbs.	12.50@13.00
330/400 lbs.	11.25@12.75
400/550 lbs.	10.50@11.50

LAMBS:

Good & choice	17.00@20.00
Utility & good	14.00@16.50

LIVESTOCK PRICES AT SIOUX CITY

Livestock prices at Sioux City on Tuesday, Sept. 29 were as follows:

CATTLE:

	Cwt.
Steers, prime	\$27.50@28.25
Steers, choice	25.50@27.50
Steers, good	23.50@25.50
Heifers, ch. & pr.	24.25@26.25
Heifers, good	22.50@24.25
Cows, util. & com'l.	15.00@17.00
Cows, can. & cut.	11.50@15.00
Bulls, util. & com'l.	19.00@21.00
Bulls, cutter	17.00@19.00

BARROWS & GILTS:

U.S. No. 1, 200/240	13.35@13.50
U.S. No. 2, 200/220	13.25@13.50
U.S. No. 2, 220/270	13.25@13.35
U.S. No. 3, 200/240	13.25@13.35
U.S. No. 3, 240/270	13.00@13.25
U.S. No. 1-2, 180/200	12.75@13.25
U.S. No. 1-2, 200/240	13.25@13.50
U.S. No. 2-3, 200/240	13.25@13.35
U.S. No. 2-3, 240/300	13.00@13.35
U.S. No. 1-3, 180/200	12.75@13.25
U.S. No. 1-3, 200/270	13.00@13.35

SOWS, U. S. No. 1-3:

270/330 lbs.	12.75@13.00
330/400 lbs.	11.50@12.75
400/550 lbs.	10.50@11.50

LAMBS:

Choice	18.00@19.50
Good	17.50@18.00

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, Sept. 29 were as follows:

CATTLE:

	Cwt.
Steers, gd. & ch.	\$26.00@27.00
Steers, std. & gd.	23.00@26.00
Heifers, gd. & ch.	24.00@26.00
Heifers, utility	none qtd.
Cows, utility	14.00@16.50
Cows, can. & cut.	11.00@14.50
Bulls, util. & com'l.	19.00@20.00

VEALERS:

Choice	33.00@34.00
Good & choice	30.00@33.00
Calves, gd. & ch.	18.00@22.00

BARROWS & GILTS:

U.S. No. 1-3, 150/170	11.00@12.00
U.S. No. 1-3, 170/190	12.50@13.50
U.S. No. 1-3, 190/240	13.50@14.00

SOWS, U. S. No. 2-3:

400/500 lbs.	11.00@11.50
500/600 lbs.	10.50@10.75

LAMBS:

Choice	19.75
Good & choice	17.00@19.00

WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended Sept. 26, 1959 (totals compared), as reported by the U. S. Department of Agriculture:

City or Area	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	14,864	12,130	53,579	33,172
Baltimore, Philadelphia	8,790	1,808	25,675	4,360
Cincy., Cleve., Detroit, Indpls.	21,193	5,351	138,590	21,030
Chicago Area	19,088	7,129	36,233	7,400
St. Paul-Wis. Areas ²	30,047	19,907	113,158	14,170
St. Louis Area ³	10,810	3,188	84,179	3,642
Sioux City-So. Dakota Area ⁴	19,335	226	111,454	20,608
Omaha Area ⁵	37,522	180	99,002	15,116
Kansas City	18,448	...	53,864	...
Iowa-So. Minnesota ⁶	34,663	9,536	361,557	36,903
Louisville, Evansville, Nashville				
Memphis	6,974	3,017	47,634	...
Georgia-Florida-Alabama Area ⁷	4,750	1,152	17,277	...
St. Joseph, Wichita, Okla. City ⁸	22,016	1,897	60,199	12,786
Ft. Worth, Dallas, San Antonio	12,750	6,788	18,521	28,205
Denver, Ogden, Salt Lake City ⁹	17,445	226	14,007	31,940
Los Angeles, San Fran. Areas ¹⁰	26,175	994	33,134	31,272
Portland, Seattle, Spokane	7,553	364	19,683	8,182
Grand Totals	312,423	73,667	1,287,746	268,866
Totals same week 1958	295,847	82,329	1,100,492	212,126

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, and Thomasville, Ga., Bartow, Hialeah, Jacksonville, Ocala and Quincy, Fla. ⁸Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended Sept. 19 compared with same week in 1958, as reported to the Provisioner by the Canadian Department of Agriculture:

	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	All wts.	1958	Gd. & Ch.	1958	Grade B ¹	1958	Good	1958
Toronto	\$26.37	\$22.85	\$34.00	\$30.50	\$24.00	\$26.13	\$21.50	\$21.00
Montreal	24.80	22.45	30.85	28.80	24.15	26.60	19.55	18.00
Winnipeg	25.54	22.00	31.78	30.31	21.91	23.25	18.00	18.66
Calgary	24.60	21.54	25.65	25.45	20.62	22.98	16.60	16.70
Edmonton	24.40	21.50	24.50	26.25	20.80	23.60	17.75	17.30
Lethbridge	24.50	20.75	25.00	23.50	20.25	23.00	16.50	17.00
Pr. Albert	23.75	20.90	24.50	24.50	20.50	21.50	16.75	16.10
Moose Jaw	23.20	21.30	26.50	24.00	20.50	21.50	16.75	17.00
Saskatoon	24.00	20.85	27.00	26.00	20.50	21.50	17.00	16.80
Regina	23.25	21.50	27.00	25.00	20.50	21.50	16.65	17.30

*Canadian government quality premium not included.

SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga.; Dothan, Ala.; and Jacksonville, Fla., week ended Sept. 26:

	Cattle & Calves	Hogs
Week ended Sept. 26	1,550	14,000
Week previous (six days)	1,652	14,723
Corresponding week last year	2,475	14,202

CANADIAN KILL

Inspected slaughter of livestock in Canada for the week ended Sept. 19, with comparisons:

	CATTLE	Week ended Sept. 19	Same week 1958
Western Canada	21,635	19,134	...
Eastern Canada	18,401	20,954	...
Totals	40,036	40,088	...

	HOGS	Week ended Sept. 19	Same week 1958
Western Canada	54,001	54,037	...
Eastern Canada	90,366	61,966	...
Totals	144,367	115,943	...

	ALL HOG CARCASSES	Week ended Sept. 19	Same week 1958
graded	155,829	125,170	...
Western Canada	7,350	5,729	...
Eastern Canada	14,932	14,361	...
Totals	22,282	20,090	...

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Sept. 25:

	Cattle	Calves	Hogs	Sheep
Los. Ang.	4,288	234	942	198
N. P'tland				



FINE MEATS SINCE 1883

GENERAL OFFICES: CHICAGO

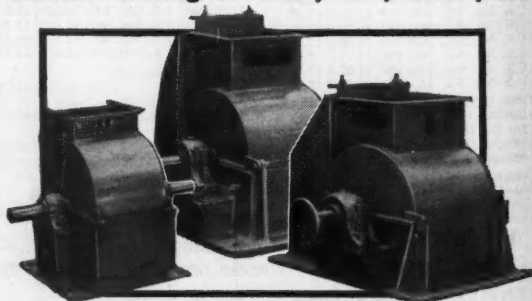
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RECLAIMING MACHINERY SINCE 1854

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THE NATIONAL PROVISIONER, OCTOBER 3, 1959

The Meat Trail...

Illinois Meat of Chicago Acquired by John Morrell

The 51-year-old Illinois Meat Co. of Chicago has merged with John Morrell & Co., Chicago, providing Morrell with its first slaughtering operation in that city, A. W. BRICKMAN, president of Illinois Meat, and W. W. McCALLUM, president of Morrell, announced late this week. Illinois Meat slaughters hogs and processes pork products and also produces "Broadcast" corned beef hash and other canned meats.

The newly-acquired company, which will be operated as a Morrell division, was founded in 1908 by E. O. BRICKMAN, father of A. W.; C. J., who is executive vice president, and R. E., vice president, secretary and sales manager. Since 1920, operations have been conducted at 3939 S. Wallace st., in Chicago.

The Illinois Meat identity and the "Broadcast" brand identification for the company's canned meat line will be retained, McCallum said. A. W. Brickman is to be a vice president of Morrell as a member of the general staff. C. J. Brickman will be general manager, and R. E. Brickman will be director of sales and merchandising of the Illinois Meat division. The existing policies of Illinois Meat will be continued and present personnel will be retained, McCallum announced.

Morrell's board of directors has great confidence in the future of the meat industry in Chicago, both from a slaughtering and sales standpoint, McCallum reported. The Morrell general offices were moved from Ottumwa, Ia., in 1955, and since that time the offices of the vice president of merchandising and procurement, vice president and treasurer, secretary, controller, economist, director of industrial relations and the entire Red Heart dog food division have been established at 208 S. LaSalle st. in Chicago.

During 1959, Morrell acquired Saratoga Meat Products Co. and Scott Petersen & Co., both long-time Chicago operations. The operations of the companies will be consolidated next month in Morrell's new plant on W. Jackson blvd., Chicago, with employment expected to exceed 200

at that time, McCallum said. In addition, Morrell operates as a separate division the Roberts & Oake plant in the Chicago stockyards, employing about 400 persons in the production of smoked meats, canned hams and sliced bacon.

With the addition of Illinois Meat, Morrell's total employment in the Chicago area will exceed 1,000 and the company now has a well-rounded operation in that area, McCallum pointed out.

John Morrell & Co. claims to be fourth largest of the nation's meat packers, with sales in excess of \$400,000,000. Morrell operates six plants in the Midwest and one in Philadelphia where slaughtering operations are conducted. In addition, the company has manufacturing operations in approximately 10 additional plants where sausage, bacon and hams are produced for local distribution, as well as two plants where dog and cat food is produced. The company's sales have increased from \$300,000,000 to more than \$400,000,000 during the past five years.

New Immobilizer Completes Oscar Mayer Humane Program

A new \$750,000 hog immobilizing installation, which uses carbon dioxide gas to anesthetize the animals before slaughter, has been officially inaugurated by Oscar Mayer & Co. at its Madison, Wis., plant. The new unit, with a capacity of nearly 1,000 hogs per hour, is similar to the anesthetizing chamber installed 18 months ago at the company's other slaughtering plant in Davenport, Ia. The two facilities are capable of processing all of the 2,500,000 hogs purchased by Oscar Mayer & Co. each year.

With the Madison immobilizer, Oscar Mayer completed an improvement program which brings all its slaughtering operations entirely in accord with approved humane slaughter methods, the company said. The new immobilizer, which had been operated on a test basis for three weeks, was stepped up to full capacity last week and officially inaugurated in a brief ceremony attended by OSCAR G. MAYER, JR., president of the company; A. C. BOLZ, senior vice president; P. GOFF BEACH, JR., vice president of operations, and other company officials. The immobilizer is housed in a 400-x 24-ft. building designed by Henschien, Everds and Crombie, Chicago architectural firm.

In the immobilization process, hogs are walked up a series of ramps to the chamber floor where they are channelled singly onto a moving belt which carries them into a carbon dioxide-filled tunnel. In a few seconds they are anesthetized and borne by conveyor to the area where they are quickly dispatched.

In addition to handling hogs humanely, the technique will increase the overall efficiency of the plant's operations, reduce bruising of livestock and greatly improve working conditions by eliminating strenuous and hazardous manual labor in the handling of livestock, president Mayer noted. He said the company chose the carbon dioxide method instead of the others available because the gas immobilizer can be used in high-speed hog slaughtering operations.

Oscar Mayer & Co. was awarded the James Hopkins Citation by the American Society for the Prevention of Cruelty to Animals for "outstanding improvement in humane slaughtering practices." It also has been awarded the American Humane Association seals of approval for humane slaughter of beef cattle, calves and lambs. The company pioneered in the introduction of the captive bolt pistol for stunning cattle 12 years ago and has been using similar stunning devices in the slaughter of calves and lambs.

Renderers Elect Officers For Seventh Regional Area

HAROLD YAFFEE of Sanitary Rendering Co., Sioux City, Ia., was elected president of the seventh regional area of the National Renderers Association at the area convention in Denver on September 21 and 22. Other officers include: R. G. DAY of Tulsa Rendering Co., Collinsville, Okla., vice president; OMER DREILING of San Angelo By-Products, Inc., San Angelo, Tex., director-at-large, and HERB SKINNER of American By-Products, Inc., Tulsa, Oklahoma, secretary-treasurer of the area group.

Newly-elected state vice presidents are: Arkansas, Ed PEVEHOUSE, Modern Meat Processors, Port Smith; Iowa, LARRY BALTZER, Darling & Co., Alpha; Kansas, DON KIPPES, Ellis Rendering Co., Ellis; Louisiana, HAROLD WEISS, Gulf Soap Corp., Arabi; Minnesota, DONALD KARK, Blue Earth Rendering Co., Blue Earth; Missouri, GENE SEIFERT, Binz Hine and Tallow Co., St.



W. W. McCALLUM

Louis; Nebraska, C. W. SWINGLE, JR., C. W. Swingle & Co., Ltd., Lincoln; North Dakota, RAY STIP, Northwest Rendering Co., Minot; Oklahoma, JOHN KEATHLEY, Comanche Animal By-Products, Lawton; South Dakota, WILLIAM HALL, Sioux Falls Rendering Co., Sioux Falls, and Texas, F. O. CANTITI, Gulf Rendering Corp., Galveston.

The next meeting of the seventh regional area will be held on March 25 and 26 at the Roosevelt Hotel in New Orleans.

PLANTS

Sigman Meat Co., Inc., of Denver has purchased Hansen Packing Co. of Butte, Mont. The Butte plant will employ between 50 and 100 men and be a beef slaughtering and beef boning plant. Butte will become a distribution point for the Denver products of the Sigman plant.

A new cow boning facility that doubles the size of Guggenheim Provision Co., Chicago, was put into operation this week, MELVIN E. GUGGENHEIM, owner, announced. JAMES NELSON, formerly a packing-house broker in Chicago, has joined Guggenheim as manager of the new operation. The cow boning unit is located in a refurbished building adjacent to the Guggenheim quarters where native steers are processed. The address now is 835-37 W. Fulton st.

Darling & Co. of Canada, Ltd., of Chatham, Ont., has purchased the fat and bone routes of W. Harris & Co., Ltd., Toronto.

The smokehouse, roof and a quantity of meat were damaged during a fire at The Home Packing Co., Toledo, Ohio.

M. Brizer & Co., Dunmore, Pa., has purchased property in Jermyn, Pa., which will be used, after alterations, to house meat packing facilities. The property consists of two buildings with about 20,000 sq. ft. of floor space and five acres of land.

JOBS

L. S. VINCENT has been appointed director of sales and distribution for C. A. Durr Packing Co., Inc., Utica, N. Y., announced JEROME B. HARRISON, president. Before joining the Durr organization, Vincent was vice president in charge of sales of Enterprise Paint Manufacturing Co. of Chicago.

ROY D. McCLAIN has been named manager of Waldock Packing Co., Sandusky, O., announced president FRANKLIN L. WEILAND. McClain, who joined the company last Janu-



VISITOR Nikita Khrushchev with Morton and Lester Bookey, president and vice president of the Des Moines Packing Co., is shown in the top photo examining the frankfurt peeling operation in the Iowa plant. In the bottom picture Mr. K. comments on a hot dog while Henry Cabot Lodge, American ambassador to the United Nations, seemingly growls at one.

ary as sales manager, previously was associated with Oscar Mayer & Co. as western division sales manager and with Lima Packing Co. as executive vice president. He will be responsible for all operations of the Waldock plant.

Several sales staff promotions have been effected by Patrick Cudahy, Inc., Cudahy, Wis. JOHN HUTT was appointed midwest area sales manager and ANTHONY UBL was named as his assistant. RALPH MICHALSKI is the new Milwaukee city

sales manager and EDWARD CIESLUKOWSKI has been appointed Chicago city sales manager.

W. ARTHUR MILL has been appointed provision manager of Union Packing Co., Calgary, Alta., a division of Swift-Canadian Co., Ltd., CARL A. LOEST, manager, announced. Mill had been with the general provision department in Toronto. Mill succeeds E. I. Herring, who managed the Union Packing provision department for the past 10 years. Herring has been appointed manager of the

provision department of Alberta Meat Co., Vancouver, also an affiliate of Swift-Canadian Co.

JOHN L. HEID, vice president of Stark, Wetzel & Co., Inc., Indianapolis, has been named director of operations by **GENE TURNER**, executive vice president of the meat packing firm. Heid became associated with Stark, Wetzel as a salesman in 1947 and was appointed assistant sales manager in charge of city sales in 1953. Two years later he was named provisions manager. He was elected a vice president in 1958 and was named to the board of directors last January.



JOHN L. HEID

KARL W. GEBERT has been appointed manager of the industrial relations and personnel department at the Armour and Company plant in St. Joseph, Mo., replacing **ROY M. TASCHER**, who recently was transferred to Sioux City, Ia. Gebert has been with Armour since 1926.

TRAILMARKS

G. F. (TED) CHAMBERS, president since 1945 of Cascade Meats, Inc., Salem, Ore., and its predecessor, Valley Packing Co., retired September 26 after 39 years with the organization. Chambers joined Valley Packing as a salesman in 1920, nine months after it was founded, and participated in its growth from a firm of about 50 employees to its present 115. The company changed its name to Cascade Meats in 1955. Chambers was a member of the board of directors of the Western States Meat Packers Association for 14 years, serving as chairman for two years. He and his wife plan to leave soon for a European tour. They will continue to reside in Salem.



G. F. CHAMBERS

JOHN J. TIERNEY, formerly associated with Armour and Company, has joined **John E. Staren Co.**, Chicago meat brokerage firm.

HOWARD H. RATH, chairman of the board of directors of The Rath Packing Co., Waterloo, Ia., has been named chairman of the Waterloo

YMCA standing committee for bequests and endowments. **RONALD I. SIEBEN**, head cattle buyer for Rath, has been named chairman of the YMCA's newly-created world service committee. Both chairmanships are for the year 1959-1960.

A. E. TEUFEL, formerly associated with Hess-Stephenson Co., has announced the establishment of Al Teufel Brokerage at 408 W. 14 st., New York 14, N. Y. The telephone number is ORegon 5-4800. Associated with Teufel are **HENRY A. GIBBONS** and **SILVIA DORFMAN**.

DR JOHN F. MURPHY, director of laboratories for Swift & Company, Chicago, has been chosen one of the "10 outstanding young men of 1959" by the Chicago Junior Association of Commerce. Murphy, 34, who directs the research of 200 scientists, is the youngest man in



JOHN MURPHY

the history of Swift to hold this post. He joined the company in 1953 as research microbiologist, was named head of the poultry research division in 1955, and served for one year as assistant to the director of laboratories until assuming the director's position in March, 1959. Following his graduation from Georgetown University, Murphy did graduate work in bacteriology and biochemistry at Pennsylvania State University, receiving his master's degree in 1951 and his doctor's degree in 1953.

DEATHS

ROBERT W. DENNETT, retired general manager of Dugdale Packing Co., St. Joseph, Mo., is dead. Dennett also was associated with Armour and Company and the Cudahy Packing Co. during his 53 years in the meat packing business. He is survived by his wife.

FREDERICK J. THIELE, 59, retired vice president of Jacob Stern and Sons, Inc., Philadelphia tallow processor, died. Thiele retired in June, 1958, after working for the concern for 44 years. He is survived by his wife, a son and three daughters.

EDWIN W. BUSCHMAN, president of E. W. Buschman Co., Cincinnati, died recently.

MAX ZUCKER, 52, assistant sales manager for Swift & Company at Cleveland, is dead. Zucker was associated with Swift for 32 years.



HOW PORK chops are cut is demonstrated by Ellard Pfaelzer, Jr. (left), Pfaelzer Brothers, Chicago, to Carlton Eastman, village president of Footville, Wis., and Mrs. Eastman. Eastman won 500 pork chops supplied by Pfaelzer Brothers at White Sox park in one of Bill Veeck's "lucky seat" giveaways.

Purveyors Trade Faces In Convention Stories

The gremlins that hover over every editor's shoulder have centered their attack on speakers for the 17th annual meeting of the National Association of Hotel and Restaurant Meat Purveyors, scheduled for Monday through Friday, October 26-30, at the Diplomat East Hotel, Hollywood by the Sea, Fla.

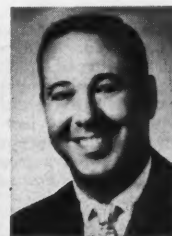
Specifically, captions were transposed for photos of Abner Michaud, A. Michaud Co., Philadelphia, and Stanley O. Feldman, Reuckert Meat Co., Inc., St. Louis, in the NP of



L. E. WAXMAN



A. MICHAUD



S. FELDMAN

September 26. The picture of Ellard Pfaelzer of Pfaelzer Brothers, Chicago, is correct in that issue, only he isn't going to speak; it's his son, Ellard, Jr. The mixup started August 29 when the wrong picture got in for Louis E. Waxman, Colonial Beef Co., Philadelphia. They're right here.

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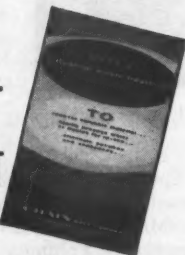


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Accident Claims and Material Handling Are Topics at Annual Safety Meeting

Are you at a loss to pinpoint your accident prevention targets? Do you feel that your compensation claims are consistently running too high? Are you plagued with material handling accidents?

If the answer to any of these questions is "yes," your particular safety problem may be solved at the various sessions of the forthcoming National Safety Congress in Chicago during the week of October 19, 1959.

A previous issue of THE NATIONAL PROVISIONER (Sept. 19, 1959) outlined the informative program centered around meat industry safety aspects developed by the meat packing section of the National Safety

ford, Conn., will speak on "Effective Inspection for the Determination of Accident Causes."

On Tuesday morning at the Conrad Hilton, the following speakers will outline procedures for getting accident facts into a management directing form: J. E. Brown, superintendent of the engineering department, Hartford Accident & Indemnity Co., Chicago, will discuss "Picking Your Safety Target" and Richard M. Bryant, superintendent of engineering, Glen Falls Insurance Co., Glen Falls, N. Y., is scheduled to talk on the steps to follow in "Gathering Accident Facts."

The commercial vehicle section meeting at the LaSalle Hotel has a full program extending from Monday through Thursday. On Tuesday morning, a talk by Harold E. Brooks, vice president of Armour and Company, will ask the question, "When You're Paying for Steak—Why Eat Hamburger?" It is expected to tell what management expects for the fleet safety dollar. The other side of the dollar will be presented by Edward Deem, a driver for Roadway Express, Inc., Indianapolis, Ind., in his topic entitled "Do Drivers 'Beef' About Your Fleet Safety Program?"

Wednesday afternoon will find the speakers discussing the legal aspects of fleet safety. Ways in which good vehicle accident investigation can help hold down claims will be described by Gordon H. Sheehee, director of the highway safety center, Michigan State University, East Lansing, Mich., in his speech, "Poor Accident Investigation Can Fry You to a Crisp." Morris Rosenthal, a judge in the City Courts of St. Louis, is scheduled to speak on "Trial Judges Don't Pin on Blue Ribbons."

Modern material handling safety will be outlined at the Conrad Hilton on Tuesday morning by George A. Smith, assistant to the manager, Yale & Towne Mfg. Co., Philadelphia. The title of a speech by Benjamin Pipp, manager, engineering sales, Rapids-Standard Co., Grand Rapids, Mich., will be "Conveyors—Hazards and Controls."

On Thursday morning at the Hilton, representatives from organized labor, the U. S. Department of Labor and industry will discuss "On-The-Job Safety Fundamentals." Complete details of the week-long safety congress may be secured from the staff representative, meat packing section, National Safety Council.



MISS DA MART



FRED SMITH

Council. (Highlights of this section meeting will be a talk by Lucille Da Mart, occupational health consultant, Liberty Mutual, Chicago, on care of injured and health programs and a speech entitled "Self Supervision—The Secret of Success" by Fred Smith, Fred Smith Associates, Cincinnati.)

Following are some of the other topics, to be discussed at the safety congress meetings, which may be of interest to meat management.

At the outset it is well to note that the congress—the largest meeting devoted to safety promotion—will feature an exhibit of safety equipment by the nation's leading safety manufacturers at the Conrad Hilton Hotel, along with a safety film and book library sponsored by the National Safety Council.

Wednesday afternoon at the Sheraton Towers Hotel, the proper way to assemble accident facts for claim adjustment will be discussed by S. W. Freeman, manager of the eastern claims department, Zurich Insurance Co., New York City, whose topic will be "What the Claim Adjuster Expects the Accident Prevention Man to Develop in His Investigation." On the same afternoon H. L. Scheidman, manager of the engineering and loss control division, The Travelers Insurance Co., Hart-

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Practical foreman with small plant experience killing—cutting one thousand hogs per week. Must be qualified in handling labor. Whether you have been employed as foreman or assistant your application will be considered for the position. Located in Michigan. Good salary for the right man. Box W-410, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

Salesman, handling maintenance equipment to dairy, meat packing or institutions field. To represent our well established and nationally advertised products. Cold storage doors, air operated devices for doors, heavy duty hardware, gasket and hinges—refrigerated truck curtains and freezer door curtains. P.O. Box #163 Reading, Ohio.

SUPERINTENDENT WANTED: For large mid-western rendering plant. W-407, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill. Can be interviewed at A.M.I. Convention.

SMOKED MEATS AND PROVISIONS SALESMAN: For government inspected plant in metropolitan area. Must be good man with chain store sales experience. Send resume to Box W-424, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ARCHITECT—MECHANICAL ENGINEER - or DRAFTSMAN experienced in the layout and design of meat packing plants. Write to: Troy & Stalder Architects, 3127 S. 32nd St., Omaha, Nebr.

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THE NATIONAL PROVISIONER, OCTOBER 3, 1959

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BUFFALO: #65-B silent cutter complete with 60 H. P. 220 V Motor and transformer type starter, V belts and 3 sets of knives, \$1,500. F.O.B. Columbia. Dreher Packing Company, Inc. P. O. Box 1650, Columbia, South Carolina.

BRAND NEW MACHINERY: For sale. One 4 x 7 oil and waste saving cooker, never used. Write to Box FS-405, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

NEW: Vacuum and gas packaging machine with vacuum pump, \$1875.00. LIKE NEW: 400# stuffer. \$950.00. FS-403, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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NEW YORK STATE'S SOUTHERN TIER. FREEZER PROVISIONING PLANT. All modern equipment. Exclusive Amana dealer. FS-437, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

MEAT PACKING PLANT: With slaughtering facilities. Philadelphia area. Medium size. Excellent condition, room for expansion. Contact EDWIN GORMAN, 300 Stratford Ave., Westmont, N. J.

FEDERAL: Slaughter house, for rent or sale. Upper New York area. In excellent condition. FS-432, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

IDEAL, MODERN: Meat curing and sausage manufacturing plant. Southwestern Pennsylvania. Principals only. Write to Box FS-430, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT FOR SALE: South Jersey area. Small clean compact meat packing plant equipped for beef and hog slaughtering. Good coolers and freezers. FS-396, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SAUSAGE MANUFACTURING PLANT. Established in 1919. Sales \$5,000 per week. Fully equipped plant, with property. FS-415, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE OR TRADE: Modern well equipped slaughtering meat processing locker plant in St. Louis, Missouri area. Doing good home freezer and wholesale business. Illness reason for offer. Address Box FS-416, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

[Continued on page 34]

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We list below some of our current offerings for sale of machinery and equipment available for prompt shipments at prices quoted F.O.B. shipping points.

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Sausage & Bacon

- 2163—AIR CONDITIONED SMOKEHOUSE CABINET: stainless steel, 6-cage cap, 16 1/2"x10 1/2"x7 1/2" to top of rail, with heater, blowers, motor, generator, controls, etc.\$2,250.00
- 2041—SAUSAGE CABINET COOKER: stainless steel, double compartment OA. 15"x11"x8" high, with sprayers, double doors\$1,350.00
- 2242—PICKLE INJECTOR: Globe, A-1\$2,750.00
- 2240—KOLLOID MILL: mdl. JV-9, 22 HP\$1,150.00
- 2291—FROZEN MEAT CUTTER: GMC mdl. 516, all stainless steel, 7 1/2 HP, excel. cond.\$2,075.00
- 2248—GRINDER: Globe #1542, 8 1/2" plates & knives, 25 HP. direct connected motor\$ 875.00
- 1724—GRINDER: Buffalo #64-B, 25 HP. motor, silent chain drive\$ 725.00
- 2247—GRINDER: Globe, plates & knives, 7 1/2 HP. gearhead mtr., fine cond.\$ 595.00
- 2150—MIXER: Buffalo #4A, 10 HP., air tilt, chain drive, 1000# capacity\$ 750.00
- 2281—STUFFER: Anco 500# cap., w/piping & valve, A-1 condition\$1,250.00
- 1785—STUFFER: Randall 300 lb. cap., with valve & air piping\$ 750.00
- 2254—STUFFER: Globe 200# cap., with stuffing valve & air piping\$ 675.00
- 1802—STUFFER: Randall 100 lb. capacity, with valve & air piping\$ 625.00
- 2255—SILENT CUTTER: Buffalo #44-B, 20 HP newly rewound motor\$ 725.00
- 1692—SILENT CUTTER: Buffalo #38-B, 175 lb. cap., 15 HP. TEFC mtr., A-1 reconditioned\$ 825.00
- 2161—VACUUM HAM PRESS: Anco #93, 3 1/2 HP. for 4" or 4 1/2" square molds\$ 775.00
- 2110—LOAF MOLDS: (175) Globe Hoy #84-S, stainless steel, 10"x4 1/2"x4 1/2" ea.\$ 5.00
- 2187—LOAF PANS: (500) Best & Donovan stainless steel, 6 1/2" cap., 10"x5"x4", A-1 cond. ea.\$ 2.25

Rendering & Lard

- 1542—HYDRAULIC PRESS: Anco 600 ton, 17 1/2" dia. ram, 15-20" plates\$2,250.00
- 2224—HYDRAULIC CURB PRESS: French Oil Mill, 300 ton cap., 4000# w/W.P. pump\$2,950.00
- 2221—COOKER: Anco 4x10", jacketed head, 100# W.P., percolator tank & screens\$2,875.00
- 1933—COOKERS: (2) Dupps 4x10", jacketed heads, 20 HP motor driveea. \$2,500.00
- 2251—HASHER-WASHER: Dupps #3, 20" long cyl., #2-A Heavy-Duty Hasher, 40 HP. mtr.Bids
- 2136—LARD FILTER PRESS: Sperry size 24, type 41, closed delivery, bottom feed, top discharge, plates, filter cloths—recently rebuilt\$ 575.00
- 2258—LARD FILLER: Anco Harrington style #701, 1/2 to 5 lb. pkgs. cap., 36"x26" stainless steel top table, excellent condition\$1,500.00

Miscellaneous

- 2264—WALK-IN FREEZER: United Co. 15 ton, 7'-11"x7' w/8" insulation air-cooled 2 HP. Frigidaire Unit, automatic Defrost, Paragon Timer Clock, Delco elec. control\$1,000.00
- 2268—BOILER: Wee-Scott, 40 HP., full automatic, 125# W.P., gas condenser tank\$2,150.00
- 2283—AMMONIA COMPRESSOR: Worthington, 8 1/2, 40 ton, Condenser & Receiver\$3,250.00
- 2287—AIR COMPRESSOR: Wayne, 2 HP. with 20" dia. x 48" long tank\$ 245.00
- 2249—PORK-CUT SKINNER: Townsend #27 \$ 575.00

See our full page ad, this issue, page 10, for information on the Armour & Co. closed plant liquidation sale in Columbus, Ohio.

All items subject to prior sale and confirmation

- New, Used & Rebuilt Equipment
- Liquidators and Appraisers

WRITE FOR FULL PARTICULARS

1631 S. Michigan Ave., Chicago 16, Ill.
WABash 2-5550

BARLIANT & CO.

CLASSIFIED ADVERTISING [Continued from page 33]

POSITION WANTED

PRODUCTION EXECUTIVE
Comprehensive practical background in plant management and production. Age 40. Capable industrial engineer. Can think analytically, produce economically. Superintend, manage, or assist the president in any top-management function. Available soon. W-417, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGEMENT
HIGHLY SKILLED: Thoroughly practical executive with broad experience, both in Management and Consultant capacities, in meat packing, sausage, rendering and hide industries, desires permanent association with substantial progressive organization. Age 47. For complete resume, or to effect an interview, write to Box W-422, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER
28 years' practical experience covering all phases of packinghouse management and operation; livestock buying through sales. Capable of giving you efficient, profitable results. W-433, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED: With ambitious, imaginative, progressive, small packer. I am well experienced in all fields; personable, cooperative, ambitious, resourceful, sober, bondable. If you need help, your inquiry is welcomed and confidential. W-439, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER: College graduate, terminal market, auction and country buying. Experienced in all classes of slaughter cattle. Desires position with independent packer. Contact Box W-406, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT SUPERINTENDENT: For progressive packer who wants the best. Familiar with all phases, but specializing in beef operations. Rail dressing. Canada trained. Will travel. W-419, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

INDUSTRIAL ENGINEER: 8 years' experience. B.S. degree. Employed as I.E. in the meat industry. Reply to Box W-418, THE NATIONAL PROVISIONER.

HELP WANTED

SALESMEN

ARE YOU INTERESTED: In improving your opportunities in the sales field? If so, we offer an interesting and challenging career for you in the field of building material sales. Our salesmen call on building material wholesalers and dealers with a line of quality products produced by Insulite, the oldest reputable manufacturer in this field.

AN EXTENSIVE: Training program will qualify you for a rewarding career with a lucrative income. In addition, these positions offer exceptional employee benefits paid for by the company. Write to

MR. DON LINDERT
MINNESOTA and ONTARIO PAPER CO.
500 INVESTORS BLDG. MINNEAPOLIS 2, MINN.

SHIPPING FOREMAN

and

SMOKED MEAT FOREMAN

Two men wanted for a large independent mid-west meat packer. Good pay for the right men. W-440, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ENGINEER and MAINTENANCE MAN: For new sausage factory in central Illinois. Must know steam and refrigeration. Give age and experience in first letter. Good salary. W-441, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER

Modern federal inspected independent packing plant located in central midwest offers golden opportunity to a qualified man. Must be able to manage entire sausage department. Send complete resume to Box W-443, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PORK BROKER: Interested in pork broker with good carcass beef background. Good future. All replies in strict confidence. Write to Box W-425, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

TWO SALESMEN WANTED

A CAPABLE REPRESENTATIVE: Needed for the Carolinas. **ANOTHER:** Needed for Ohio. To sell spices and seasonings to meat packers and food processors, for a progressive national spice company. A conscientious and aggressive salesman can build a career with continuously increasing earnings. Salary guaranteed plus commissions and expenses. Car required. Write for interview, giving sales background and phone number.

W-413, THE NATIONAL PROVISIONER
527 Madison Ave., New York 22, N. Y.

SALES MANAGER

PROGRESSIVE: Mid-Atlantic states packer has opening for sales and merchandising executive. Excellent opportunity for experienced man capable of handling both primary account and route salesmen. Give full details in first letter to Box W-435, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES MANAGER: Medium sized, full line packer in southeast needs man with proven ability to handle growing sales department. Wonderful opportunity for the right man. Give complete details of past experience, salary expected etc. in first letter to Box W-434, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CUT-MEAT MAN SALESMAN

Beef, hind, quarter experience. New York City. Reply to Box W-436, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

MAN WANTED: With thorough kill-floor experience and clean-up work. Age 45 to 55. Must move to Coldwater, Michigan. Address reply to William E. Lytle, R R #6, Coldwater, Michigan.

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